

Ga. Hwy Bill

Pages 76 + 82

Grimes

AMERICAN NURSERYMAN

THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE
CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Vol. XXXVI

OCTOBER, 1922

No. 4

Painesville Nurseries



The Storrs & Harrison Company

Established 1854 NURSERYMEN FLORISTS SEEDSMEN 45 Greenhouses
PAINESVILLE, OHIO. 1200 Acres

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NIALS, EVERGREENS.**

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We have a good supply of leading as well as
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ORNAMENTAL STOCK

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MONROE - - - - MICHIGAN

MANUFACTURERS OF
I. E. ILGENFRITZ SONS' Co.'s Celebrated Graft and Stock Planter and Firmer

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American Nurseryman Directory of American Plant Propagators

Listing Nursery Concerns Which Specialize in Production of Young Stock,
Including That Which Has Heretofore Been Imported

The American Plant Propagators' Association, Organized in 1918, Will Hold Its Fifth Annual Meeting in Chicago, Ill., June, 1923. F. W. von Oven, Naperville, Ill., Secretary
TWO-INCH BLOCKS ONLY ARE SOLD IN THIS DIRECTORY. EACH BLOCK \$5.00 PER MONTH UNDER YEARLY CONTRACT, INCLUDING PUBLICATION ALSO IN THE "AMERICAN NURSERY TRADE BULLETIN"

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American Pedigree Cannas
The **CONARD** ★ **WEST GROVE,**
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1-year XX—Equal to 2-year-1
1-year-No.-1 1-year-No.-2
1-year-No.-3

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CHARLES M. PETERS, Proprietor.

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FOR LINING OUT

WRITE FOR OUR PRICE LIST

THE NORTH-EASTERN FORESTRY CO.

"WE GROW OUR OWN TREES."

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Balsam Fir 6-10"	3.00	10.00
Ostrich Ferns, No. 1	5.00	25.00
Maidenhair Ferns, No. 1	3.00	20.00
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ESTABLISHED 1896

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SHRUBS PERENNIALS, Etc.
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TELEPHONE, NAPERVILLE No. 1.

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AURORA, ILL.

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FALL 1922
SPRING 1923

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Complete collection of Broad-leaved Evergreens, such as Rhododendrons, Azaleas, Hollies, etc.

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PRESERVE YOUR FILES

If you have not been in the habit of preserving in consecutive order your copies of the American Nurseryman, permit us to suggest the advisability of doing so, commencing with the January issue this year. Such a file of a Trade Journal of this character will often prove invaluable for reference.

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Apple Seedlings, all grades. Well grown, carefully handled and graded.

Pear Seedlings, grown from French imported seed, also from Japan seed from both the *Pyrus Ussuriensis* and the *Pyrus Serotina* variety.

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Car load lots to central points.

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A. F. LAKE, Pres., R. S. LAKE, Sec'y-T.

SHENANDOAH, IOWA

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¶ We even compile mailing-lists for special purposes.

¶ Not only as manufacturing printers but also as counsel in advertising and selling campaigns, we are uniquely equipped to serve our nursery trade clients because of actual experience during many years in every department of nursery selling.

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AMERICAN NURSERYMAN — OCTOBER, 1922

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the carrier operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and International in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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The
Preferred
Stock

The
Preferred
Stock

OUR FALL PRICE LIST IS NOW READY FOR THE TRADE ONLY

It went to our mailing list on September 20th. If you did not receive a copy—and would be interested in seeing one—*please ask us for it.* We would like to be sure your name is in our files so you will receive all our publications.

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WHOLESALE ONLY
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2 and 3 year 2 and 3 year
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DELPHINIUM 2 year field grown. BELLADONNA
Per 100 Per 1000
\$8.00 \$40.00

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CULTRA BROS., MGRS.
Onarga, Illinois

RICE BROTHERS CO.
GENEVA, N. Y.

**A General Surplus on
Fruit Trees, Ornamental Trees,
Shrubs and Roses**

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In addition to our usual complete line we are offering many scarce varieties; for instance

GOLDEN SYRINGA
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JAPAN SNOWBALL
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JAPAN QUINCE

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OF SATISFACTION WITH EVERY ORDER

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Manchester, Conn.

Some of the items we offer for Fall 1922

APPLES, 1 and 2 yr., Buds PEACH, 1 yr.
PLUMS, 2 yr. GRAPES, 1 and 2 yr.
ASPARAGUS, 2 yr. RHUBARB

CALIFORNIA PRIVET

SHADE AND ORNAMENTAL TREES in assortment
BARBERRY THUN. FLOWERING SHRUBS

EVERGREENS

Extra fine lot of Norway Spruce, 4-5 ft. and 5-6 ft. Can offer in carload lots.

WRITE FOR PRICES

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Is the Nursery Trade Journal

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Get side issue results

The only publication in America devoted to the Nur-
sery Trade as a Main Issue is the
AMERICAN NURSERYMAN

American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol. XXXVI

ROCHESTER N. Y., OCTOBER, 1922

No. 4

SOUTHERN NURSERYMEN'S ASSOCIATION IN ANNUAL SESSION

THE twenty-fourth annual convention of the Southern Nurserymen's Association was held in accordance with the usual interesting and profitable program, at the Lafayette hotel, Lexington, Ky., Sept. 14-15, with all officers present and an attendance of about 75. Following an invocation by Dr. Benjamin J. Bush, the Nurserymen were welcomed by Hon. Wood G. Dunlap, commissioner of public property, whose greeting was particularly cordial. At the very outset Mr. Dunlap said: "You have here a second John Burroughs, the friend of every man. Lexington is only too glad to call attention of visitors to Hector F. Hillenmeyer. We lay claim to him and want to tell how we honor and look up to him and his splendid family."

"You are the gentlemen," continued Mr. Dunlap, "who make waste places blossom as the rose. We hope your stay will be longer than your program. There are no keys to Lexington. The gates are wide open."

Charles F. Smith, Concord, Ga., responded in behalf of the Association. He said that anyone ought to be able to reply to such a hearty welcome. He had hesitated about coming so far from home, but once in Lexington he was glad he came and was ready to stay a week. Mr. Dunlap would see, he said, by the Nurserymen's smiles that they were glad to be there.

Upon motion of J. R. Mayhew, Waxahachie, Tex., a telegram of sympathy was sent to Milton Moss, of Huntsville, Ala., who was ill in a Birmingham hospital. Upon motion by John Fraser the secretary was instructed to send flowers to Mr. Moss.

President Charles A. Simpson, Monticello, Fla., delivered the annual address. A committee composed of Henry B. Chase, Walter Hillenmeyer and Charles T. Smith was appointed to report on recommendations in the address.

John Fraser, Huntsville, Ala., presented a paper on "Standardization," commending the report of the A. A. N. committee on this subject at the Detroit convention last June and urging that further details in the matter of uniformity as to descriptions of Nursery stock be considered. Among other questions are the number of trees to a bundle, the use of at least two labels on a bundle, since one may be lost in transit; the use of copper wire in labeling, and of printed rather than written labels; as to the breadth of a four-foot conifer, for instance. As to quality: "Give the customer first quality. If we sell anything not of first quality, we should specify it." Matters of packing should be definitely fixed. Much time might be saved if a simple designation were assurance of observance of all details; for then a page of instructions would be avoided. Henry B. Chase suggested that the S. N. A. committee co-operate with that of the A. A. N., which expects to make final report at the Chicago convention next June. Mr. Fraser thought more could be done by the Nurserymen present, by

about the same number in Kansas City and in New York City in January than by 300 in Chicago.

Walter Hillenmeyer—"Employ standardization results in the telegraphic code."

Mr. Fraser—"All right; anything that is standard trade practice will hold good without a lot of argument."

Mr. Mayhew—"I believe the A. A. N. committee covers the whole country. We want a national standard."

Paul C. Lindley, Pomona, N. C., president American Association of Nurserymen—"The A. A. N. committee on standardization is composed of Messrs. Welch, Tucker, Atkins and Pilkington."

Mr. Mayhew—"I ask that the president of the A. A. N. add a member from the South."

A paper discussing "The Cash with Order Plan" for retail sales was read by the secretary in the absence of the author, Paul C. Stark, Louisiana, Mo.

Secretary George W. Holsinger of the Western Association of Nurserymen, Rosedale, Kan., passed out to all present copies of the report and recommendation by the W. A. N. on this subject. This report was published in a recent issue of the *American Nurseryman*.

Several members expressed strong approval of the plan, based upon practical use: "We have used the plan since the first of the year. Our salesmen believe in it; the customers believe in it. It is working well. I believe in it so heartily that I wish it were in general operation. The majority of Nursery stock is and will be sold by salesmen."

President Simpson—"It is a good thing. Our big losses have been from big planters. We require 20% of the purchase price when the order is taken and the balance before the trees are shipped."

H. F. Hillenmeyer questioned whether a 20% demand at time of taking the order would not cut into volume of sales, since often a Nursery agent is not in the best repute.

Mr. Mayhew said it should be remembered that the customer directly benefits, in that there is a certain discount for partial payment in advance. Mr. Hillenmeyer said that put the matter in a different light.

"Any plan suggested which does not benefit the buyer as well as the seller will not be successful," said Mr. Mayhew. "It stands to reason that to interest the customer we must make it worth while. We must keep the planter's interest in mind, or the plan will fall flat."

Mr. Lindley—"I do not know about the working out of this cash-with-order plan. But I do know that not long ago a salesman interested me in a set of books and when he said he wanted my check for \$12.50 I gave it to him."

C. T. Smith—"My idea is that it is a good thing to consider in a large order line. If you don't deliver the goods the customer can hold you, but you have nothing very substantial to hold him on. We are using

the plan on large orders. At first there was something of a storm but they got used to it. The difficulty of handling large order business is here met. The danger of having 10,000 trees turned back on you when the selling season has passed ought to be offset somehow."

Lee McClain—"I have had some experience. In the case of a doubtful customer we have offered to give ten per cent discount for every dollar paid in advance. One man promptly paid for the full order on that basis."

Mr. Easterly—"As to commercial growers, if we have doubt about the payment we for years have required advance payment; as to others whom we know we do not. We have never tried it in a small order way. I doubt that it would work. It would be a mighty good thing if it could be carried out."

At the request of the chair, H. F. Hillenmeyer reviewed some old-time practices in the trade and described conditions half a century ago.

REPORTS ON UNSOLD STOCK

George W. Holsinger, Secretary Western Association of Nurserymen, discussed the "Report on unsold Stock" issued periodically by that Association, which represents the evolution of practice during the last five or six years in that organization. This report is made up of reports by members (as to stock on hand) 15 days before publication on the first of January, March and September. The report is sent first to members of the Western Association and then to members of the American Association. It has been pronounced of great value in locating stock desired. There are ninety-two members in the Western Association. The cost of the work is about \$600 per year. Henry B. Chase commended the report.

Committees were named as follows:

Auditing—O. Joe Howard, Walter W. Hillenmeyer and Charles O. Rolfe.

Nominations—Charles T. Smith, W. H. Bell, A. L. Lyon.

Resolutions—John Fraser, Paul C. Lindley, Ralph T. Olcott.

Exhibits—Lee McClain, W. T. Hood, L. M. Jenney.

Standardization—John Fraser, C. T. Smith, J. R. Mayhew.

Secretary Fraser read a telegram from John Watson, Rochester, N. Y., regretting his inability to be present. He was to have spoken on "Some Effects of Standardization." His paper and some others not presented will appear in the official proceedings. G. Hale Harrison, Harrison's Nurseries, Berlin, Md., was unable to be present and present his paper on "Trade Terms." He was tied up with details of shipping daily several carloads of apples.

CO-OPERATION WITH A. A. N.

Paul C. Lindley, discussing "Closer Co-operation with the A. A. N.," lamented the fact that in the southern states there are but 24 members of the American Association. There are 244 non-members in those states.

Southern Nurserymen's Convention—Continued

As president of the American Association, Mr. Lindley especially desires that all members of the Southern Association join the national body. "John A. Young," my neighbor," said he, "is not a member of the A. A. N. I am going to get him to join; also Lee McClain, Knoxville, Tenn. That's two I expect to add. If each of us would do that we could add 160 members to the A. A. N. Let us aim to raise the number of A. A. N. members from 350 to 500 by the first of next June. I have enlarged the Broadcasters committee of the A. A. N. to include members who travel considerably, in the hope that they will gather in many members. A. A. McGill, of Portland, Ore., is on a tour and expects to visit every Nurseryman in the U. S. He has promised to boost A. A. N. membership wherever he goes. Texas has nine members of the A. A. N.; it ought to have 29. I suggest that the Southern Association identify itself with the A. A. N. in the appointment of committees. All stationery of the Southern and Western Associations should bear the words: "Affiliated with the A. A. N." I suggest to Mr. Hood, for instance, that he get the Virginia Nurserymen together at lunch in Richmond and interest them in Association matters generally."

SECRETARY'S REPORT

Secretary Fraser reported that the Association has 82 members and \$283.74 in the treasury, besides War Savings Stamps to the amount of \$399.00. He referred to a recent questionnaire sent to 80 members. Five reported a purely local business. Thirty-two did not report at all. Forty-three reported. The total number of shipments was 141,626; average 3293. Total value \$2,674,224, average \$62,200.52. Number employed 2491. More than 15 out of the 43 would have to comply with shipping regulations in 25 states. One firm reported 500 carloads. In the cotton states the Nurserymen are trying to get uniform inspection. It is desired that inspection be made right at the Nurseries and that a tag good for entry into any state be issued. Let them inspect both in the field and in the packing house. If anything is wrong, throw it out; if O. K., let it pass on.

O. Joe Howard discussed ethics and concluded: "If these things fit, take them home with you."

President Simpson said: "If we will all remember the Golden Rule, we'll not have to bother about ethics."

LEGISLATION

C. T. Smith discussed "Legislation, Recent and Threatened." "Our principal business is in fifteen states, the shipping laws of no two of which are alike. Some of the laws are easy to comply with. Others are such as to make us think at times that the Nursery business is the most exasperating of all. The Georgia measure places the Nurseryman in the power of the planter; it makes it easy to ruin a Nurseryman financially if there should be disposition so to act. The customer can collect three times the price of the trees if there is anything the least way wrong. The state of Georgia thus invites attack by the planter upon the Nurseryman. In a court action suit is made where the planter lives—among his friends and neighbors.

O. Joe Howard suggested that power of attorney on behalf of Nurserymen be centered in one man in the state. President Simpson believes that the Nurseryman

is entitled to a mechanic's lien upon all trees planted, so that collections can be made.)

J. M. Jenney, U. S. Nurseries, Roseacres, Miss., read a valuable paper on "Broad-leaf Evergreens of the South."

"New Methods and Advantages of Summer Planting," by Walter W. Hillenmeyer elicited special attention. The plan included planting in wire baskets. Specimens of plants so planted were shown and bore out his arguments.

REPORTS OF LEADING MEMBERS

Homer Reed, Mo.—"I have not visited around this summer. We have about the usual growth. Dry weather"

Tom Stark, Mo.—"We are having good sales."

W. C. Reed, Ind.—"Our wholesale sales up to this time of the year have been better than usual. We find retail sales heavy, especially with commercial planters. We had 600 visitors at the recent state horticultural society meeting. Interest is increasing in a horticultural way in Indiana. Orchards are receiving better care. The peach crop is large. The apple market is slow on account of railroad conditions."

O. Joe Howard, N. C.—"North Carolina is trying to do what Georgia has done in the raising of peaches. There is a big crop but it will not bring much money. Some are raising the cry: 'Plant no more peaches.' There have been few wholesale orders since. It is not a question of production; it is a matter of underselling."

C. T. Smith, Ga.—"There are many June-budded peach. I'm afraid we are going to overdo it. Sales are about as usual."

W. T. Hood, Va.—"Spring business promises to be about as it was last spring. I see prospect for good business, better than ever, if there are no untoward events."

Walter Hillenmeyer, Ky.—"The Nursery business in Kentucky is very rosy. We believe in 'Plant Another Tree,' rather than in 'Plan.'"

C. L. M. Jenney, Miss.—"I have good news for you all. The dry weather killed much small stuff in our section. Think there will be demand for shipment of stock into our state. Mississippi shipping laws are stringent. We do not agree with the slogan of a Nursery in the east: 'Plant for immediate effect and not for future generations.'"

T. N. Nicholson, Tenn.—"We have had a good growing season at Winchester. Peach, apple, pear and plum are unusually good. Retail sales about as usual. Not as many men at work as last year, but all are doing very well."

Henry B. Chase, Ala.—"In Alabama we are feeling optimistic. If railroad conditions clear up for early fall shipments, all will be O. K. We're just raring to go. Believe we will have a bully good business."

John Fraser, Ala.—"We're going to have a good business."

George W. Holsinger, Kan.—"Weather has been good. There are many inquiries. The outlook is very encouraging."

C. M. Griffing & Co., Fla.—"There is no commercial planting of consequence. Weather conditions have been very favorable."

Charles M. Simpson, Fla.—"We have sold more pecan trees this year so far than we did all of last year. There are more inquiries than ever. The outlook is very optimistic."

REGRET OVER RETROGRESSION

J. R. Mayhew, upon being requested to make some general observations, said: "There has never been a time when it has

seemed so necessary to awaken the people. Look where we will, there is a lethargy and a seeming carelessness about life that is almost appalling. I am in favor of the "Plan to Plant Another Tree" movement. If ever there was a time when planting was needed it is now. But I believe the plan stops far short of what should be done. You remember that in 1915 the Nurserymen evolved a national plan for publicity of this very kind. We voted money for it. Then we saw the pendulum swing back. Men said what we want is to plant more trees. We want to grow more trees. When that national plan was discarded we absolutely lost some of the finest work that I ever saw in the way of organization to benefit a great industry. Yet I am not disgruntled. Some day those very plans are going to come true. The greatest disappointment in my life was in connection with the reversal of that plan. I brought into action John Watson, one of the greatest of executive secretaries; and if we had staid with him we would not have today to be planning this way for expansion of the industry. You know how the florists work. Behind the Florists' Telegraph Delivery is the guaranty. The individual is to be held responsible for his acts. If he does not make good the florists' organization will. We must be willing to back up Trustworthy Trees.

"Why did that great plan fall down? Because of the selfishness of a few of us. Now I am in favor of this Plan to Plant Another Tree movement. But why not couple with it a guaranty as to the trees we sell to plant? "We cannot at present, because we have members whom we cannot control," is the reply. Then why not get rid of such members? Those in the Florists' Telegraph Delivery plan must make good. We can do the same, as Nurserymen. The system may not come in my day, but it will come."

J. A. Young made brief reference to the work of the A. A. N. committee, of which he is a member, having in hand an effort in conjunction with Mr. Detwiler of the Dept. of Agr., to secure uniform shipping regulations. He believes such a thing will be brought about. Eventually there will have to be national legislation.

HONORS AND OFFICERS

C. T. Smith—"We have here today three of the finest old gentlemen in the trade, noble workers and members all these twenty years and more. They have been active in the proceedings of our Association. Their services have been of such high character that they deserve a testimonial from this organization. Each of them has seen sixty years of active service; one of them almost seventy years of service. I believe they are the oldest Nurserymen in the South. I move that W. T. Hood, Richmond, Va.; H. F. Hillenmeyer, Lexington, Ky., and A. A. Newson, Knoxville, Tenn., be made honorary members of this Association. Carried.

The committee on nominations reported and the Association elected:

President—O. Joe Howard, Hickory, N. C.
Vice-pres't—Walter W. Hillenmeyer, Lexington, Ky.

Secretary-Treasurer—O. W. Fraser, Birmingham, Ala.

Next place of meeting: Atlanta, Ga., the third Wednesday and Thursday in August 1923.

The committee on the president's address, W. W. Hillenmeyer, Henry B. Chase and C. T. Smith, recommended the appointment of an arbitration committee and a vigilance committee.

On the latter subject, the committee

recommended "a strong, aggressive and active vigilance committee to do what it can to protect the Association, the Nursery business and the public from unfair infringements by members of the Nursery or allied businesses." The report was adopted.

Secretary Fraser thanked Secretary Holsinger of the Western Association and Secretary Young of the Illinois Association for attending the convention and for co-operating with him.

The new officers were duly installed by the retiring president and the convention adjourned.

Those Present

Among those present were:
 Charles A. Simpson, Monticello, Fla.
 O. Joe Howard, Hickory, N. C.
 O. W. Fraser, Birmingham, Ala.
 Henry B. Chase, Charles O. Rolfe, Chase, Ala.
 H. C. Caldwell, Atlanta, Ga., Ashford Park Nurseries.
 John Fraser, W. H. Bell, J. T. Stubb, Huntsville, Ala., Huntsville Wholesale Nurseries.
 E. H. Ballard, Piggott, Ark., Piggott Nurseries.
 A. L. Ligon, Jacksonville, Fla., C. M. Grifing & Co.
 James A. Baillie, Augusta, Ga., Fruitland Nurseries.
 John Wilkinson, Hogansville, Ga., Hogansville Nurseries.
 Charles T. Smith, Concord, Ga., Smith Brothers Co.
 H. F. Hillenmeyer, Walter W. Hillenmeyer, Louis Hillenmeyer, Lexington, Ky.
 J. P. Donaldson, Sparta, Ky., Willadean Nurseries.
 L. M. Jenney, Roseacres, Miss., U. S. Nursery Co.
 Tom Stark, Homer Reed, Louisiana, Mo. Lindley Nursery Co.
 R. R. Coulter, Newton, N. C.
 J. J. Killian, Newton, N. C.
 Paul C. Lindley, Pomona, N. C., J. Van Lindley, N. C.
 Stephen Verhalen, Scottsville, Texas.
 J. R. Mayhew, Waxahachie, Texas.
 J. H. Austin, T. N. Nicholson, Winchester, Tenn., Commercial Nursery Co.
 W. A. Easterly, Cleveland, Tenn., Easterly Nurseries.
 J. R. Boyd, McMinnville, Tenn., Forest Nursery Co.
 Bruce Howell, Knoxville, Tenn., Howell Nurseries.
 A. A. Newson, Knoxville, Tenn., Marla City Nursery Co.
 Prof. George M. Bentley, Knoxville, Tenn.
 Lee McClain, Knoxville, Tenn., Washington Heights Nurseries.
 Fred Grindler, T. L. Landis, Chattanooga, Tenn., Lookout Nursery.
 J. H. Tindell, Fountain City, Tenn.
 V. D. Hill, Dundee, Ill., D. Hill Nursery Co.
 J. A. Young, Aurora, Ill., Aurora Nursery Co.
 John C. Chase, Derry, N. H., Benjamin Chase Co.
 W. N. Scarff, New Carlisle, Ohio.
 C. L. Tipton, Little Rock, Ark., Tipton Nursery Co.
 W. T. Hood, Richmond, Va., Old Dominion Nurseries.
 O. A. Hobbs, Bridgeport, Ind., C. M. Hobbs & Sons.
 W. C. Reed, Vincennes, Ind., Vincennes Nursery.
 Fred Rowe, Harrisburg, Pa., J. Horace McFarland Co.
 L. A. Niven, Birmingham, Ala., "Progressive Farming."
 Clarence Siebenthaler, Dayton, Ohio.
 B. Meinertz, Paris, Ky., Bourbon Nurseries.
 George W. Holsinger, Rosedale, Kan., Secy. Western Association.
 Ralph Perkins, Newark, N. Y., Jackson & Perkins Co.
 Mr. Cultra, Onarga, Ill., Onarga Nurseries.
 Wood G. Dunlap, Lexington, Ky.
 J. A. McClintock, Knoxville, Tenn., pathologist.
 Ralph T. Olcott, Rochester, N. Y., American Nurseryman.
 Peter Bohlender & Sons, Tippecanoe City, O.

Mr. Zoller, Louisville, Ky., Louisville Nurseries.

L. B. McDonald, Vincennes, Ind.

REPORT OF COMMITTEE ON RESOLUTIONS

In accordance with the suggestion made at this convention in regard to closer co-operation between the national organization of Nurserymen and the sectional and state organizations it is hereby:

Resolved, That the Southern Nurserymen's Association identify itself with the American Association of Nurserymen, agreeing to a plan of appointing committeemen of their own associations to work with the American Association; and furthermore to carry on the letterheads and all literature published by the various associations these words:

"Affiliated with the American Association of Nurserymen," and be it further

Resolved, That the secretary of the Southern Nurserymen's Association be instructed to send a copy of this resolution to the secretaries of the other district associations and to those of all state associations, with a request that the subject be brought up at their next regular meeting; and be it further

Resolved, That every member of this Association use his every effort to secure new members for this and the American Association of Nurserymen.

Resolved, That inasmuch as the Supreme Being has taken from our midst our friend and fellow member, Sam Crowell; as a fitting token of the esteem in which we hold him, a committee be appointed by the President to see that two especially appropriate memorial plants be planted on his grave.

Resolved, That this Association extends its deepest sympathy to its long time member, Milton Moss, whose illness prevents his attending this meeting, and expresses its hope for his speedy recovery.

Resolved, That we express our sincere thanks to Mr. James P. Keller for his welcome to Lexington, expressed by the beautiful basket of roses for the President's table.

Resolved, That we extend to the local press and to the management of the Lafayette Hotel our sincere appreciation of courtesies extended.

Resolved, That a rising vote of thanks be extended to the Messrs. Hillenmeyer for unbounded hospitality expressed in many unusual and particularly pleasant forms; it being especially pleasing to have with us that Dean of Southern Horticulture, H. F. Hillenmeyer, whose presence at our deliberations has been an inspiration to us all.

Convention Sidelights

Never were Nurserymen welcomed more heartily to any meeting place; and never was there a busier nor more signally successful an entertainment committee than that composed of the Messrs. Hillenmeyer.

The yellow ribbon of the Yellow Dogs was plentifully sprinkled about the rotunda of the hotel in the button-holes of members. Among the acquisitions to the order on this occasion were V. D. Hill, Dundee, Ill., and J. T. Stubb, Huntsville, Ala.

Especially interesting was the motor tour of stock farms of Fayette county in the vicinity of Lexington. The noted race track and the 15,000 acre estate of the late J. B. Haggin, including the Haggin homestead now owned by Mr. Widener of Philadelphia, were among the places visited; also the home of Man-of-War, the noted running horse owned by Samuel Riddle, of Philadelphia, which has a record of a mile in one minute, thirty-five and two-fifths seconds, won \$251,516 in stakes and is valued at

\$500,000. He was bred by August Belmont.

President Paul C. Lindley of the A. A. N., suggested to the Southern Nurserymen that they make scrap-books of articles clipped from the agricultural and the general press, and that from this information they construct interesting articles to be published in their local newspapers—matter of interest to planters of Nursery stock.

In view of discussions at the convention in regard to the work of inspection of Nursery stock, it was suggested that a committee of Nurserymen and entomologists confer as to present and prospective legislation on the subject. President Simpson named as such committee: J. R. Mayhew, Lee McClain, Henry B. Chase, C. T. Smith and Tom Stark.

On the afternoon of the second day a motor trip terminated at the Nurseries and home of H. F. Hillenmeyer & Sons where a buffet lunch was served by the ladies. Fine blocks of Nursery stock were visited; also the large brick packing house. The home grounds of the Hillenmeyers are beautifully situated and arranged.

Walter Hillenmeyer proposed a toast to Kentucky, originated by Judge James H. Mulligan, the last three verses of which ran as follows:

The bluegrass waves the bluest
 In Kentucky;
 Yet, bluebloods are the fewest?
 In Kentucky;
 Moonshine is the clearest,
 By no means the dearest,
 And yet, it acts the queerest
 In Kentucky.

The dovenotes are the saddest
 In Kentucky;
 The streams dance on the galldest
 In Kentucky;
 Hip pockets are the thickest,
 Pistol hands the slickest,
 The cylinder turns quickest
 In Kentucky.

The song birds are the sweetest
 In Kentucky;
 The thoroughbreds are fleetest
 In Kentucky;
 Mountains tower proudest,
 Thunder peals the loudest,
 The landscape is the grandest—
 And politics—the damndest
 In Kentucky.

New York State Nurserymen

The summer meeting and outing of the New York State Nurserymen's Association was held at the Rod and Gun Club on Seneca Lake, Geneva, N. Y., Saturday, September 9th. About seventy Nurserymen from different parts of the state attended.

A short business meeting was held at which an interesting address was delivered by Vincent Welch, Secretary of the Geneva Chamber of Commerce, on "Trade Organizations and Their Value." The balance of the time was devoted to social enjoyment, ball game and other games, finishing with a bountiful dinner. All voted the occasion a most enjoyable one and due credit for it should be given to John P. Rice, of Geneva, N. Y., president of the Association.

C. J. MALOY, Sec'y-Treas.

In Macmillan's 75-cent library is a book of 241 pages, with 72 illustrations, from photos by the author, entitled "Getting Acquainted With the Trees," by J. Horace McFarland. It has an index and list of botanical names.

Patrick O'Hara, Dansville, N. Y., died Sept. 3rd, aged 77 years.

John McCleary, Sewell, N. J., died Sept. 12th, aged 86 years.

The Presidents' Address

C. A. Simpson at Annual Convention of Southern Nurserymen's Assn., Lexington, Ky., Sept. 14, 1922

This is the twenty-fourth annual convention of the Southern Nurserymen's Association. I have been an active member in this association for a little over one-third of that time, and I have always looked forward to the next meeting with great pleasure.

Our Association has and always has been a great benefit to the Nursery business, and a special benefit to those who attend the meetings regularly. It has always had the progressive spirit and that is what makes the meetings so interesting and keeps the Association alive.

Our Association has always put its stamp of disapproval on everything that is at all questionable in business dealings, and we are reaping in business the benefits therefrom. The more of the "Golden Rule" we inject into our everyday business dealings, just that much more will our business prosper. We are all only human, and kindness and justice is what makes the world smile with us.

The members of the American Association of Nurserymen at the Detroit meeting last June and our own members now, are all optimistic about the future of the Nursery business—at least for the next two or three years. The prices of trees and ornamentals for this coming season will be about the same as last year, and with the settlement of the industrial strikes the volume of trade in our own line ought to be much better.

The high freight and express rates and the classification of Nursery stock is a great handicap to our industry. The Secretary of the American Association of Nurserymen is now gathering data from questionnaires sent to members, to be used in an effort to reclassify our stock and to obtain lower rates. In gathering such data it is very discouraging to the secretary when he does not receive your own questionnaire promptly, and all questions answered. The questionnaires sent you should have the same prompt attention as do your requests for quotations.

We all know and have experienced the bad effects caused by those who temporarily grow Nursery stock. When prices of our Nursery stock is good and prices of farm crops are poor it is a great temptation for the farmer to grow a small block of different Nursery trees, with the expectation of being able to sell same to some nearby Nurseryman. When this is done the Nurseryman is usually able to buy them at a price considerably less than what he would pay a regular Nurseryman, and for obvious reasons. However, when we Nurserymen do buy stock so grown, we are only standing in our own light from a business standpoint. Each sale made by those temporary growers, induces just that many more to grow these small lots, and soon the country is flooded with trees at very cheap prices, and consequently the regular legitimate Nurseryman finds he can not sell his stock except at prices below cost, and then possibly have a large brush pile at the end of the season. These are indications that all of this is now at its beginning once more. If we Nurserymen will but refrain from buying any stock except that grown by a regular Nurseryman, this present and future condition can be nipped in the bud. If we can ever reach the point where we will buy only from a Nurseryman who is a member of some Nursery association, these periodical depressions in our industry will cease. If we would make this our policy as an Association, we would soon

have a very large membership. When a Nurseryman knows it is our policy to buy from members only, it will not take long for one to see it will be good business policy to become a member of some Nursery association.

Our Association should have an arbitration committee to operate like it does in the American Association of Nurserymen. In any industry there are always certain disputes and misunderstandings, and so it is in the Nursery business. With this standing committee, no member would hesitate to refer his difference to it. We all know that the less we have to do with collections and disputes through courts, the better off we all are.

We should have a strong and aggressive vigilance committee. To be effective this committee must be composed of retail Nurserymen; wholesale Nurserymen who are sellers and not buyers, are very likely to be timid for business reasons. A strong active committee will be a great asset to our association. Our own members may not need any supervisor of their ethics, but from the activities of the various state authorities, it is evident the Nursery industry as a whole, can and should be put on a still higher plane. Let us always keep our own house in order and at the same time insist on our neighbor Nurseryman to do likewise. Do this for the good of the most useful, and beautiful industry in the country; do it for our own sake; do it and prosperity will always follow us.

The Evergreen Industry

By V. D. Hill, Vice-President The D. Hill Nursery Co., Dundee, Ill.—At Convention of Southern Nurserymen's Assn.

I find that I am assigned the subject of "Growing Evergreens," but as it is of little use to grow evergreens or any other Nursery stock for that matter, unless it can be sold, I will take only a few minutes of your time to cover briefly some of these points as they appear to me.

Before the war, it was, of course, customary to import many of the different varieties of coniferous and broad-leaved evergreen trees and shrubs. It was generally understood that a great many things could not be grown here in America through lack of skill or soil or climatic conditions. It was thought that the propagation of some of the junipers, Thuja, Taxus, Cedrus, Cupressus and Biota varieties required some secret process such as only foreigners possessed. Rhododendrons and azaleas and boxwoods were out of the question. Magnolias, camellias, abellias, ligustrums, viburnums, etc., were a downright impossibility for American growers to even attempt. One writer even went so far as to say that American growers didn't have the intelligence to grow certain needed articles of stock formerly imported.

MYTHS SOON EXPLODED

Gentlemen, I am glad to say that these myths were soon exploded. As one travels around the country, there is plenty of evidence that the stocks are already here or on the way. The Central and Eastern growers are getting into their strides. All through this great beautiful Southland, your leading growers, big and little, are equipping themselves to produce trees and plants formerly imported from Europe and Asia. Some of the most important tree and plant producing units in the country are located in the area embraced by the Southern Nurserymen's Association. On a trip to the important growing centers a year ago last winter, I was amazed at the great progress as well as the push, enthusiasm and confidence displayed

by Southern growers in the work of producing plants formerly shipped in from abroad. You have the skillful and experienced growers and your leaders stand foremost in accomplishment. This, combined with every needed variety of soil and climate, will produce the stock wanted by the American consuming public.

The Pacific Coast with its especially climatic conditions also offers wonderful opportunities for the growing of varied lines of Nursery and florist stock, and these are being taken full advantage of by the growers there. There is in process of production a vast amount of needed stock that will help to fill the gap, and put American Horticulture on the map. After two months spent last winter among Pacific Coast growers, not a word of discouragement was heard. Everywhere they were throwing themselves into the work with renewed energy and confident determination.

With all this intense activity in the production of Nursery stock going on all over the country, what will be the outcome? For a few years the market will undoubtedly absorb what is produced; but after that, unless something is done, there will unquestionably arise the old problem of overproduction and brush piles, useful only for bonfires, also ruinous prices both wholesale and retail with cut-throat competition.

\$100,000,000 IN SALES

The Nursery industry is composed roughly of about 4,000 Nurserymen, with annual sales of about 20 million dollars. These figures are from the 1920 census. Leading members of the Nursery industry agree that 20 million dollars is less than one-fifth of the present potential market. One hundred million dollars in sales should be reached or substantially approached by the Nursery industry in the next ten years. This advance in sales, is entirely within the range of practical accomplishment. The consuming public of 110,000,000 people of this nation will gladly pay an average of \$1.00 each to the Nursery industry for the utility and beauty of trees and plants. We, however, as a Nursery industry must develop tree planting into a national habit. This can be done by reminding this vast audience again and again throughout the year to plant trees.

The Nursery industry has neglected to promote the idea of a tree planting habit. The Nursery industry has been playing its tune on the piccolo, while other industries have been beating the bass drum. It is time to kindle the fire beneath the boiler, get up steam, blow the whistle and go ahead. Failure to do this means that the Nurserymen will be left waiting at the depot.

The American Association of Nurserymen has never gotten very far in national publicity work, although several conscientious starts have been made. Some of the sectional and state associations have used one plan or another; but the point is that some one plan and one slogan must finally be adopted, that all Nurserymen in the industry, whether member of an association or not, can tie up to.

ORGANIZED PUBLICITY WILL DO IT

We all know what success the florists have had in their "Say it with Flowers" campaign. As a result of this publicity, the live florists are getting rich, and even the sleepy florists make money and sell by a unified activity. One of the members of the American Face Brick Association stated that his firm was assessed for national publicity last year the sum of \$22,500 and that they considered this money one of the most cheerful checks written during the year. Whether the Nursery industry has national

NOW BOOKING FOR FALL 1922 AND SPRING 1923 DELIVERY

HILL'S COMPLETE STOCK OF CHOICE EVERGREENS, ETC. For Lining Out

	100	1000		100	1000
Abies Douglassii (Douglas Fir)			Picea Canadensis (Black Hill Spruce)		
8-10 inch x Bedded Stock.....	\$ 10.00	\$ 90.00	6-8 inch x Bedded Stock.....	\$ 9.00	\$ 80.00
Abies Tsuga Canadensis (Hemlock)			10-12 " xx From Field Rows.....	25.00	.....
8-10 inch x Bedded Stock.....	12.00	110.00	Picea Excelsa (Norway Spruce)		
12-18 " xx From Field Rows.....	30.00	127.50	8-10 inch x Bedded Stock.....	7.00	60.00
Biota Orientalis (Chinese Arbor Vitae)			12-18 " xx From Field Rows.....	10.00	90.00
6-8 inch o 2 yr. From Seedling Beds.....	3.00	20.00	18-24 " xx From Field Rows.....	11.50	110.00
8-10 " x Bedded Stock.....	6.00	50.00	Picea pungens (Colorado Blue Spruce)		
Biota Orientalis Aurea Nana			6-8 inch x Bedded Stock.....	12.00	100.00
6-8 inch x Bedded Stock.....	16.50	150.00	10-12 " xx From Field Rows.....	30.00	.....
Juniperus Canadensis			Pinus Austriaca (Austrian Pine)		
6-8 inch o 2 yr. From Seedling Beds.....	7.50	65.00	8-10 inch x Bedded Stock.....	10.00	90.00
12-18 " xx From Field Rows.....	40.00	.....	10-12 " xx From Field Rows.....	20.00	190.00
Juniperus Chinensis Pfitzeriana			Pinus Mugho Compacta (Dwarf Mt. Pine)		
8-10 inch x Bedded Stock.....	25.00	225.00	6-8 inch x Bedded Stock.....	15.00	140.00
11-2 feet xx From Field Rows, B&B.....	110.00	.....	Pinus Sylvestris (Scotch Pine)		
Juniperus Chinensis Procumbens			12-18 inch xx From Field Rows.....	20.00	190.00
6-8 inch x Bedded Stock.....	30.00	.....	Taxus cuspidata Brevifolia		
Juniperus Sabina (Savin Juniper)			6-8 inch x Bedded Stock.....	20.00	.....
6-8 inch x Bedded Stock.....	25.00	.....	Thuja Occidentalis (American Arbor Vitae)		
Juniperus Sabina Horizontalis			8-10 inch x Bedded Stock.....	8.00	70.00
10-12 inch xx From Field Rows.....	45.00	.....	Thuja Occidentalis Compacta		
Juniperus scopulorum			6-8 inch x Bedded Stock.....	15.00	140.00
10-12 inch xx From Field Rows.....	40.00	.....	Thuja Occidentalis Ellwangeriana		
Juniperus Virginiana (Red Cedar)			6-8 inch x Bedded Stock.....	20.00	.....
12-18 inch xx From Field Rows.....	20.00	180.00	Thuja Occidentalis Hoveyi		
18-24 " xx From Field Rows.....	25.00	225.00	10-12 inch xx From Field Rows.....	40.00	.....
Juniperus Virginiana Glauca			Thuja Occidentalis Little Gem		
1-1½ feet xx From Field Rows, B&B.....	75.00	.....	6-8 inch x Bedded Stock.....	25.00	.....
Juniperus Virginiana Schottii			Thuja Occidentalis Pyramidalis		
1-1½ feet xx From Field Rows, B&B.....	70.00	.....	6-8 inch x Bedded Stock.....	17.50	165.00

Each x indicates one transplanting. o indicates seedling.
50 of same variety and size at 100 rate; 500 at 1000 rate. B&B signifies balled & burlapped.

This is only a partial list of good items we offer for delivery the coming season.

Send for complete FALL TRADE LIST now ready

The D. HILL NURSERY CO., Inc.,
BOX 402, *Evergreen Specialists. Largest growers in America* DUNDEE, ILL.

THE PART CASH IN ADVANCE PLAN

How it is Helping to Put the Nursery Business on a Solid Foundation

By Paul C. Stark, Louisiana, Mo., Before the Southern Nurserymen's Assn., Sept. 15, 1922

I am not going to take much of your time in going into detail regarding this plan, because you doubtless received last spring the little booklet that was carefully worked up by a committee and published by the Western Association of Nurserymen. If any did not receive a copy of this booklet, he should write Mr. Holsinger of Rosedale, Kans., who is secretary of the Western Association.

A large number of the Nurserymen who have carefully investigated the advantages of this plan have taken steps to put their business on this basis, for they realize that most of the conditions that make the Nursery business hazardous can be eliminated if a good proportion of cash is collected when the order is taken. I have talked with a number of the Nurserymen who have

publicity or not, we will pay for it. Pay for it in unsold goods, surplus stock, fire piles, over-grown trees, low prices, ruinous competition, etc.

The message I bring then, to the Southern Nurserymen's Association and to the industry at large is a plea for the adoption of some kind of organized national publicity. A publicity that will be on the job 24 hours each day, seven days in the week, and 365 days in the year; a publicity that will bring to the attention of the millions of prospective buyers the benefits of tree planting. Individual efforts cannot cope with the situation. Organized co-operative national publicity is the remedy.

given the plan a trial since the committee made its report and they are enthusiastic about the results they are securing. Our company is putting our salesmen under bond according to the plan recommended by the committee and the salesmen are starting to collect part cash with the orders.

Another very encouraging feature is the fact that the salesmen almost unanimously recognize the advantages and added prestige by their becoming "Bonded Salesmen." We first wrote the salesmen explaining to them the benefits received by the salesmen, not only in prestige, but in bigger business, more profits for salesmen, larger advances, and less losses from countermands.

Of course, it is going to take some time before all salesmen and all the public thoroughly understand and accept this Part-Cash-In-Advance Plan; but I firmly believe that the Nurseries that adopt the plan will not only do bigger business than formerly, but they will largely eliminate the losses in collections, countermands, bad notes and the like that have made such deep inroads on the profits of the Nurseryman in the past.

There is one thing sure and that is, there is nothing for each Nurseryman to lose by adopting the plan and a great deal to gain. In fact, those who adopt the Part-Cash-In-Advance Plan will have the advantage over those who fail to adopt it.

Any Nurseryman's policy or plan which was not for the best interests of the honest public and the honest salesmen, would be undesirable and would undoubtedly fall in

the end. However, this plan is not only a good proposition for the Nurserymen, but it is a great benefit for the honest public and the honest salesmen.

The only persons who could object to the principles of the plan are the crooked buyers and the crooked salesmen—and their objection is the best of recommendations.

By this plan the customer gets more value for his money, is put in a "preferred class," is protected from dishonest agents, and the customer does not have to pay for the bad debts of the dishonest customer.

Some of the advantages of the "Bonded Salesmen" selling by the Part-Cash-In-Advance plan have already been mentioned above.

The Nursery adopting this plan has less cancellation of orders, better collections, less stock left on hand at delivery time, has less bad note losses, and has considerable extra capital received early in the season, thus reducing the necessity of borrowing from the bank.

All of these factors tend to put the Nurseryman's business on a firmer foundation, reducing business failures and permitting more business to be handled—and handled on a higher plane.

Kundred Wins Gladiolus Prizes

A. E. Kundred, originator of the ruffled gladiolus, won valuable prizes at the annual convention of the gladiolus growers, at Kalamazoo, Mich. Among the prizes were the Mitchell cup offered for the largest display at the show, silver medal for the two best seedlings offered by the Garden club of American Gladiolus society for the largest and finest display of Primulinus hybrids.

Say you saw it in AMERICAN NURSERYMAN

AMERICAN NURSERYMAN

CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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ROCHESTER, N. Y., OCT., 1922

FOUNDER OF AMERICAN NURSERY TRADE JOURNALISM

THE FIRST Nursery trade paper in America was established in 1893, as long-time Nursery concerns know, and for nearly thirteen years was conducted under the personal and exclusive direction of Ralph T. Olcott, of Rochester, N. Y., who later founded the AMERICAN NURSERYMAN on broad and untrammeled lines.

"The dean of Nursery Trade Journalism."—John Watson.

Trade Associations

American Association of Nurserymen—Charles Sizemore, secy., Louisiana, Mo.; 1922 Convention, Detroit, Mich., June 28-30.

Pacific Coast Association of Nurserymen—C. A. Tonnieson, secy., Burton, Wash.

Western Nurserymen's Association—George W. Holsinger, secy., Rosedale, Kan.; 1923 Convention, Kansas City, Mo., January.

Southwestern Nurserymen's Association—George F. Verhalen, secy., Scottsville, Tex.

Southern Nurserymen's Association—O. W. Fraser, secy., Birmingham, Ala.

Eastern Nurserymen's Association—F. F. Rockwell, secy., Bridgeton, N. J.

New England Nurserymen's Association—Sheldon Robinson, secy., Lexington, Mass.

Northern Nurserymen's Retail Association—Robert Wedge, secy., Albert Lea, Minn. December 1922.

Western Canada Nurserymen's Association—T. A. Torgeson, secy., Estevan, Sask., Canada.

New Jersey Association of Nurserymen—K. M. Van Gelderen, secy., Long Branch, N. J.

Pennsylvania Association of Nurserymen—Henry T. Moon, secy., Morrisville, Pa.

Massachusetts Nurserymen's Association—Winthrop H. Thurlow, secy., W. Newbury, Mass.

Iowa Nurserymen's Association—R. S. Herrick, secy., State House, Des Moines, Ia.

New York Nurserymen's Association—Charles J. Maloy, secy., Rochester, N. Y. Feb. 1923 at Rochester, N. Y.

Illinois Nurserymen's Association—John A. Young, secy., Aurora, Ill.

California Association of Nurserymen—Mr. Grady, secy., San Francisco, Cal.

Tennessee Nurserymen's Association—Prof. G. M. Bentley, secy., Knoxville, Tenn.

Connecticut Nurserymen's Association—Frank J. Rippin, secy., Manchester, Conn.

Ohio Nurserymen's Association—Clarence Siebenthaler, secy., Dayton, O.

Rhode Island Nurserymen's Association—H. H. deWildt, secy., 521 Elmwood Ave., Providence, R. I.

Missouri Nurserymen's Association—George H. Johnston, secy., Kansas City Nurs., Kansas City, Mo.

When writing to advertisers just mention American Nurseryman.

ANOTHER GREAT OPPORTUNITY

Uppermost in the minds of progressive Nurserymen of the country is the matter of greatly extending the demand for Nursery stock through various forms of publicity.

One of the latest of these forms—and in the opinion of many the most interesting because of its comprehensiveness and effectiveness while at the same time within comparatively small cost—is the "Plan to Plant Another Tree" movement, to which J. A. Young, secretary of the Illinois Nurserymen's Association has given his special attention.

Members of the American Association who attended the Detroit convention last June heard the first formal address on this subject when Mr. Young outlined a portion of the plan.

The second formal address on the subject was made at the Lexington, Ky., convention of the Southern Nurserymen's Association last month, by Mr. Young.

In both cases the presentation of the plan was listened to with rapt attention by all present; and in both cases instant indorsement of the plan was made individually by leading Nurserymen. At Detroit President Cashman urged the American Association to give the plan its financial support, declaring that it was an important work. He urged members in addition to support the movement individually by subscribing for the bulletin issued under Mr. Young's direction weekly, at \$3 per year. Upon motion by Robert Pyle the subject of the financial support by the American Association was referred to the executive committee, with power to act.

At the Lexington meeting the full plan for "Plan to Plant Another Tree" was disclosed for the first time in Mr. Young's address. Heartily indorsement of the plan was given and it was moved by various members to contribute \$100, \$200 and \$400 from the treasury of the Southern Association to the movement. Finally the matter was referred to the executive committee with power to act.

So, on the only two occasions at which the subject "Plan to Plant Another Tree" has been presented in formal addresses, the Nursery organizations addressed instantly proposed substantial financial support. A plan which will so promptly draw such a response from proverbially conservative Nurserymen must have genuine merit.

All over the country regret has been expressed by leading Nurserymen that the well-laid plans for national publicity which were bringing such remarkable returns, in proportion to the money spent thereon, were abandoned. Now here is another, and perhaps still better plan, certainly one which can be launched for a fraction of the amount usually deemed necessary for a national publicity campaign—and we wonder what the Nurserymen will actually do with it.

It's a proposition full of big possibilities. Five or ten thousand dollars will start it and returns should be immediate in the way of creating lively demand for the Nurserymen's products.

And the danger of over-production and falling prices is just ahead!

The opportunity is here now.

There is a noticeable dearth of reports in the farm papers and the daily press regarding orchardists and others who have had unpleasant experience in the purchase of Nursery stock. It was ever thus. When the police get busy in earnest, the public feels

more at ease. But vigilance work, to be effective, must be constant.

A RAPIDLY DEVELOPING FIELD

We believe Nurserymen are over-looking an important branch of their industry—Nut Culture. There is lively and increasing interest in this newest branch of horticulture. Two conventions of nut growers were held last month, that of the Northern Association in Lancaster, Pa., that of the National Association in Mobile, Ala. At both of these conventions men prominent in various walks of life showed great interest in the planting of nut trees and experts from the U. S. Department of Agriculture were present to report on marked progress in the industry.

A single grower in the South last fall is shipping 400,000 pounds of pecans at prices ranging from 50 to 90 cents per pound at the groves, wholesale. Others were shipping in lots of 10,000 to 40,000 pounds. The supply is far from sufficient to meet the lively demand. For the northern states the Northern Nut Growers Association has developed two named varieties of black walnut the kernels of which come out in perfect halves at one blow of a hammer; propagated European filberts produced in Western New York that are hardy and apparently blight-proof; Persian walnuts are being shipped by the carload in Oregon as well as in California; an Illinois grower has had remarkable success with walnuts and chestnuts of named varieties; it is expected that announcement will soon be made of a thin-shelled hickory nut with kernel of high quality, which will sell at as high a price, both wholesale and retail, as the paper-shell pecan; and pecans retail in the Northern markets as high as \$1.25 and \$1.50 per pound.

As Dr. Robert T. Morris, of New York City says: "The nut question is much more than a nut question. It is fundamental to our food supply of tomorrow, and in that respect extends its influence even to the matter of warfare."

The subject of roadside tree planting alone, is of sufficient importance to enlist the active interest of Nurserymen generally. This is a live subject. Michigan already has a legislative measure providing for the planting of highways with food-producing trees and has started planting under that measure. It is expected that the Michigan law will serve as a model for similar legislation in all the states. When this matter is fully under way the Nurserymen will sit up and take notice. The sooner they do that, the better will be their chances of supplying the trees which otherwise may have to be produced largely in government owned Nurseries.

The Society of American Florists has shown that it is out of sympathy with the attitude of the florist press and of a few individuals who are unable to see beyond personal interests. It refused to indorse the report made by James McHutchison's committee on the subject of Quarantine 37.

"We try to pack a liberal amount of satisfaction with every order."—C. R. Burr & Co., Manchester, Conn.

Arthur M. Brisco will establish a Nursery at Pipestone, Minn.

The Larchmont Nurseries, Mamaroneck, N. Y., have been incorporated.

A Nursery is being established at Emerson, N. J., by R. D. Walsh and J. D. Ewald.

FORERUNNER OF BIG PEACH ORCHARD

Another Nurseryman Practices What He Preaches and Plants Trees

Lee McClain, proprietor of the Washington Heights Nurseries, Knoxville, Tenn., anticipated the "Plan to Plant Another Tree" campaign by about two years, insofar as he both planned and planted a peach orchard which is expected to be the forerunner of development in that section of a planting of 17,000 trees in one tract. Mr. McClain's orchard is only 18 months old, yet the trees have grown to a spread of 15 feet each. He traveled through the Georgia peach belt recently. He says he did not see a four-year-old peach tree that would equal his in size and foliage. He believes there is a great future for peach growing in Knox county, Tennessee, where favorable climate conditions are combined with elevated sandy gravel topsoil and clay subsoil. He said:

"It has been demonstrated within the last few years that some of the largest and best colored, and best flavored peaches that can be found anywhere are products of Knox county. We have had peaches on our local market that have weighed as high as eighteen ounces, but have never seen any coming from the southern peach growing states more than half that size.

"We are from five to eight hundred miles closer to the northern market than the southern peach states; therefore we can leave our fruit on the trees until it gets more matured and it will reach the northern markets in a better condition and with a higher flavor than fruit that is grown further south.

"We are in the extreme northern part of the southern peach belt and our crops come in just after the southern crops are gone, therefore, we have no competition whatever, and the appetites of the people have been whetted up to the place where they are ready to receive fine peaches at a fancy price.

BEAR YEAR EARLIER

"Another advantage we have over the southern states is that our trees come to bearing at least one year sooner than they do further south, our gravel soil retains moisture and our trees make practically twice as much growth as they do in sandy soil.

"It is an uncommon thing to harvest a bumper crop of peaches the third year from an orchard planted in this county. Whereas the southern planter never expects a crop until the fourth and fifth years.

"There has been a number of men in Roan county made rich within the last three years growing peaches, and the same thing can be done in any of our East Tennessee counties if the right varieties are planted and the proper care given to the orchards.

"The all important thing in planting an orchard is to demand that the trees are true to name and free from disease, and then keep them properly pruned and sprayed and give them thorough cultivation and keep them in a healthy vigorous condition, and the fruit will not only resist frost but will often resist a freeze after the fruit has set on.

"There are orchards within five miles of Knoxville that haven't missed a single crop in ten years.

PEACH LAND VALUABLE

"California peach land is valued at \$4,000 per acre when the trees are five years of age and there have never been any peaches grown in California better than can be produced in Knox county.

"A good selection of varieties is Bell of

Georgia, Hiley Bell, J. H. Hale, Elberta and Brackett. All of these are free stone varieties and excellent shippers.

"Not only is East Tennessee especially adapted for commercial peach growing, but strawberries, grapes, cherries, and various other fruits are equally as productive here as peaches, and the fruit always brings a fancy price when given proper care and attention.

"Any of the northern flavoring extract concerns will always pay a premium for East Tennessee strawberries.

"Grapes sold on our local market this summer as high as fifteen cents a pound wholesale, and grapes will produce as much as one bushel to the vine if properly cared for.

"It is my honest belief that if one fourth of our East Tennessee hills were planted in the right varieties of fruit and given the proper care and attention, it would bring in more net returns than all the other farm products of the entire state."

Pacific Coast Conditions

Secretary C. A. Tonneson of the Pacific Coast Association of Nurserymen thus reports on conditions in the Association's territory:

"Continued efforts to stabilize the Nursery business during the past year is showing satisfactory results. Surveys made during the fall of 1921 served to determine more definitely the market value of Nursery stock, demonstrated more particularly with Italian prune. During the spring of 1922 a complete survey of the entire Pacific coast was made, results indicating for the coming planting season that in Italian prune the supply is nearly up to normal. French prune and other varieties of prune, plum and cherry are below normal twenty per cent. Peach, pear and apricot on the entire Pacific coast are all below normal supply twenty to twenty-five per cent. In apple the present estimate crop is about one and a quarter million trees, which is as nearly normal as can be determined at this time. Early in the spring the survey indicated an excessive proposed apple plant in the Yakima valley. When this condition was revealed to Nurserymen in that vicinity, they promptly met

and voluntarily reduced the proposed bud list about twenty-five per cent.

"In ornamentals the survey showed that supply has not kept up with demand. A considerable number are now propagating young plants, but the total which will develop to suitable shapes and sizes in three to five years is not likely to surpass the requirements of the planting public, as the ratio of increase in ornamental planting is greater than with fruit stocks, and unless the regular, established Nurseries keep the productions within reasonable proportion of the increasing demand, outsiders are likely to break into the game in a manner to cause uncertainty and disappointment to themselves, to Nurserymen and the public generally.

"Based on these surveys and the final factor of supply and demand, the market value of Nursery stock necessarily must be about the same as last year's values, estimated on prices at which stock cleaned up and the cost to replace, which values obtain regardless of the price any one or more Nurseries may choose for selling. The factor of cost of production will cause decrease in the market value of apple, perhaps ten to fifteen per cent, because supply is more nearly normal; hence, from the business viewpoint, supply and demand become the secondary factors to determine market value of apple trees.

"While it is too early to estimate definitely, from general observations, it now appears that seedlings for next year's plants of the various classes will be a little below normal."

In Calhoun Co., Illinois

Calhoun County, Ill., has 700 fruit growers and 27 per cent of its tillable land is planted to orchard. A recent careful survey shows 600,000 fruit trees in the county, of which 176,710 are bearing. Calhoun is one of the few places where the setting of the new orchards is more than keeping pace with the dying out of the old. In 1915, the county shipped more than 60,000 barrels of apples. This year, with 55 to 60 per cent of a full crop, it will realize around \$1,000,000 from its apple industry.

As we go to press the annual meeting of the Southwestern Nurserymen's Association is in progress in Dallas, Texas.

Say you saw it in AMERICAN NURSERYMAN

New York State Fruit Testing Association

When the New York State Fruit Testing Association was organized four years ago at the mid-winter meeting of the fruit growers held in Convention Hall in Rochester, says a Geneva, N. Y. despatch to the Rochester Herald, it was little thought that the association would grow to its present large membership. Its members now number 374 and are widely located in 24 states.

The association was organized to act in conjunction with the New York State Agricultural Experiment Station in testing soils, and under differing climatic environment, the new fruits originated at the Experiment Station. The association acts as the distributing agent of these new fruits and other fruits of merit recommended by the station.

The distribution is first to the members of the association and if there is a surplus then to the public. The charges made are merely nominal to cover the actual cost of growing and preparing the stock for shipment.

The annual meeting of the Association was

held in Jordan Hall, Geneva, N. Y., Sept. 21st, with about fifty members present from the Hudson Valley and Western New York. After the business session a trip was made over the station grounds under the direction of Professors Willington and Taylor, who called attention to the various experiments of interest to fruit growers.

Among the fruit on exhibition in Jordan Hall to attract the most attention were an unnamed seedling apple originated at the station and a box of the new everbearing strawberry "Gold Coin," discovered as a chance seedling by A. B. Katkamier of Macedon.

The new apple is a hybrid resulting from crossing the Yellow Transparent on the McIntosh. It has the shape of the first and the color of the latter and combines the blended flavors of both varieties.

The officers of the association and the station staff of scientists are optimistic as to the valuable services performed by this organization.

We Are Prepared

To furnish Wholesale Growers of Pear Seedlings the following Genuine--High Class New Crop Seed at exceptionally LOW prices--Early Fall Delivery.

Pyrus Ussuriensis (True)

Pyrus Betulaefolia

Pyrus Calleriana

Japanese Wild Pear

Write or wire today in full confidence that your orders will have every care and attention.

T. SAKATA & CO.

WHOLESALE SEED GROWERS

YOKAHAMA, JAPAN

**Sakai-Cho,
Opposite Park.**

Branch Office:

**20 E. JACKSON BOULEVARD
Chicago, Illinois.**

The Georgia Nursery Bill

Among the subjects discussed by the Southern Nurserymen's Association in Lexington last month was the new Georgia law about which there was discussion in these columns at the time it was under consideration in the legislature. In the matter of power of attorney it was suggested that non-resident Nurserymen concentrate on a single resident of Georgia. The law provides:

Every Nurseryman, dealer in Nursery stock, agent, salesman or solicitor must receive a license from the Georgia state board of entomology.

All licenses must be in the name of the person, firm or corporation licensed, show purpose for which issued and the name and location of the Nursery or place of business of the Nurseryman or dealer licensed or represented by the agent or salesman.

No license may be granted until the party applying for the same has filed with the Georgia state board of entomology an application giving the approximate acreage and kinds of Nursery stock grown by him, the name and location of the Nursery, or place of business in case of dealers, or Nursery represented in the case of agents, the names of three reliable parties as references; in the case of Nurserymen these three must be Nurserymen.

The annual license fee for Nurserymen and dealers is \$5; for each agent, salesman or solicitor the fee is \$1.

No license can be issued until the Nursery in question has received a certificate of inspection.

The Georgia state board of entomology may revoke any license for cause.

A duplicate of the complete invoice, without price of each sale amounting to \$100 or over must be filed with the Georgia state board of entomology within thirty days of shipment, and name and quality of all Nursery stock sold in the state or for delivery in the state.

In the case of deceit or fraud through the

substitution of varieties other than those ordered, or of seedlings for budded or grafted stock, or through falsely representing the age, name, class or condition of any Nursery stock, the purchaser may sue the seller at any time within a period of five years from date of shipment. Damages to the extent of three times the original cost of that portion of the order in question may be awarded to cover original cost, expense loss of time and damage sustained. An error of five per cent is allowable, however.

Non-resident Nurserymen must file with the Georgia state board of entomology a properly executed power of attorney designating a resident of Georgia to receive service of process in case of suit.

All Nurserymen, corporations, firms or individuals selling or offering to sell Nursery stock in the state of Georgia must file with the Georgia state board of entomology a bond for \$1,000. This bond must be made out to the secretary of the Georgia state board of entomology and must be maintained for a term of three years.

In order to bring suit, the purchaser must file with the Georgia state board of entomology, within ninety days from the date of shipment, two copies of a plat showing the number of each variety, location and from whom purchased, with statement of cost. Both copies must be executed before a notary public and certified under his seal. One copy is to be sent to the shipper by the state board of entomology.

All persons contracting to render expert advice or service regarding horticultural practices, including tree surgeons, landscape architects or landscape gardeners, as a business or as part of value received in the sale of Nursery stock, are required to furnish satisfactory evidence to the Georgia state board of entomology that they are qualified and responsible to give such expert advice or perform such service and must obtain a certificate to such effect from the state board of entomology. A fee of \$5 is required for this certificate.

Lincoln, Ill., will observe Oct. 27th to Nov. 3rd as Tree Planting Week.

Honorary Yellow Dogs

An Incident of the Gathering of Southern Nurserymen in Lexington, Ky.

The Lexington Leader thus described an incident on the first day of the convention of the Southern Nurserymen's Association last month:

Rotarian Ray Hillenmeyer furnished the entertainment at the Rotary luncheon at the Phoenix hotel today, with the assistance of visiting members of the Southern Nurserymen's Association, who were his guests.

Three of the Nurserymen and the three of those who addressed the club on different aspects of the guild, were Rotarians—Paul Lindley, Pomona, N. C.; Clarence Seibenthaler, Dayton, O.; and Fred Rowe, Harrisburg, Pa. The other sepaaker was Mayor Henry Chase, of Huntsville, Ala.

An auxiliary organization of the Nurserymen's association is the Order of the Yellow Dog. The entire Rotary Club was taken in on the honorary list by Grand Bow Wow Chase, aided by the Assistant Bow Wows, the Fraser Brothers. The "work" was demonstrated on Rotarians Frank Carter, Scott Breckinridge and Will Dunn.

Baby Rotarian J. D. Vanhouser was informally introduced. Besides the Nurserymen, guests present were H. F. Hillenmeyer, R. D. Norwood, C. B. Ross, B. A. Story, Desha Breckinridge, Walter Hillenmeyer, W. R. Allen, Secretary Gaines, Vernon Stauffer, Ollie Williamson and Brinck Meieritz, of Paris.

An added dainty for the luncheon was in the form of grapes from the Hillenmeyer Nurseries.

A Michigan shipper of a carload of peaches to the Chicago market was notified by the commission house that after selling the fruit, he still owed \$3.45 toward paying the freight charges, the sale price having failed to cover the costs.

"I am sending you another car of peaches in payment of the bill," the grower replied.

Two New Fruits

Produced In Florida by a Chinese and a Negro—Orange and Mango

Atlanta, Sept. 16—Two Florida horticulturists, one Chinese and the other a negro, have developed new varieties of fruits which fill gaps in the fruit calendar of this section.

Lue Gim Gong, the Chinese, whose estate near Deland is one of the show places of Central Florida, gained international prominence some years ago when he disclosed the development of a new variety of orange possessing unusual qualities, from the viewpoint of the citrus fruit grower.

The orange, which was named the "Lue Gim Gong" in honor of its developer, now is produced throughout the state. In March, 1921, Lue Gim Gong announced the production of, and exhibited, a grapefruit remarkable for the penetrating power of its agreeable aroma. His experiments with citrus fruits are continuing.

Hezekiah Brooks, negro gardener and fruit grower of Miami, recently announced the successful conclusion of his attempts to produce a new variety of mango. The result is destined to fill a gap in the fruit calendar of this section because, he claims, the fruit ripens between November and January, a period during which the mango is not to be found on this market.

The Brooks mango is similar to the Mulgoba in appearance and texture but is declared to be superior to that variety in flavor.

Fruit growers of West Virginia, Maryland, Virginia, Pennsylvania and New Jersey propose to organize a great growers association. Federal inspection at the points of origin, which was started successfully last year at the Inwood, West Virginia, demonstration packing plant, will probably be extended this year.

Municipal Rose Gardens

In his address the annual convention of Park Executives, Minneapolis, President Robert Pyle at the American Rose Society, said:

"I think it was Colonel Goethals who said that the man who deserves most praise is he who carries through an achievement the first time. It is most auspicious for this cause in which I am sure we are all interested that the man who for the first time carried through to success a real municipal rose garden, so far as I know, is your honored director, Theodore Wirth, who as far back as 1910 made even more famous the Hartford park system with the planting of the beautiful municipal rose garden in Elizabeth park. And now the people of Minneapolis also have had opportunity to appraise, as worth far more than its cost, the rose garden which Mr. Wirth has established in Lyndale park in this city. August 5, Mr. Wirth wrote me: 'Our local people here believe in the rose garden, and we could not take it away from them if we wanted to.' If there was time I should like to tell you about the municipal rose gardens in Cleveland, Detroit, Portland and elsewhere.

"Last season saw the establishment of new rose gardens of municipal construction in New Rochelle and at other points, and within the last month Mayor Curley, of the city of Boston, has announced the construction in Franklin park of a \$100,000 garden, which includes a rose garden to contain 'all the best of popular kinds of bush roses and also great numbers of climbing roses to be trained on trellises.'

"As a result of a referendum recently conducted by the American Rose Society, locations in no less than forty-five cities have

been suggested for municipal rose gardens. Each of these locations has been sponsored by resident members of the American Rose Society, whose names I shall be glad to have given to the park superintendents in each of the cities so designated if desired."

A. A. N. Broadcasters

President Lindley has extended the broadcasters committee of the American Association of Nurserymen. The duties of this committee are to increase the membership of the Association, as they travel about. The committee is now as follows:

"Broadcasters"—A. McGill, chairman, Toppenish, Wash.; C. G. Perkins, Newark, N. Y.; Charles Ferguson, Shenandoah, Ia.; R. R. Harris, Ottawa, Kan.; John Fraser, Jr., Huntsville, Ala.; R. C. Chase, Chase, Ala.; C. R. Burr, Manchester, Conn.; Lester Lovett, Milford, Del.; T. H. Cobb, Rochester, N. Y.; Hort Bowden, Geneva, N. Y.; Ernest Hemming, Hathboro, Pa.; Thomas F. Welch, Geneva, N. Y.; Harry Hobbs, Bridgeport, Ind.; John C. Chase, Derry, N. H.; Ralph T. Olcott, Rochester, N. Y.; Carl Flemer, Springfield, N. J.; Henry Kohankie, Painesville, O.; E. Fred Rowe, Harrisburg, Pa.; George S. Harris, Manchester, Conn.; L. B. McDonald, Vincennes, Ind.; E. P. Bernardin, Parsons, Kan.; L. M. Jenney, Roseacres, Miss.; E. R. Taylor, Topeka, Kan.; H. C. Deems, Shenandoah, Ia.; F. A. Weber, Nursery, Mo.; E. C. Robbins, Pineola, N. C.; A. J. Shadow, Winchester, Tenn.; Thomas B. Meehan, Dresher, Pa.; Adolf Muller, Norristown, Pa.; F. S. Baker, Cheshire, Conn.; John Watson, Rochester, N. Y.; Ed. Greening, Monroe, Mich.; A. L. Ligon, Jacksonville, Fla.; William Mastin, Newark, N. Y.; B. J. Manahan, Detroit, Mich.; A. Willis, Ottawa, Kan.

To An Orchid

Far lovelier thou than all the tender words
Whispered in thine ear by humming birds;
Part flower, part something not yet understood

Save by the breezes singing through the wood.

—Gen. Stillman F. Kneeland.

SPECIALIZING IN

English Walnuts
Franquette Walnuts
Cherries
Carolina Poplars
Lombardy Poplars
Black Locusts
Climbing Roses

Car lots will be distributed from Eastern and other reshipping points this fall and next spring. Write for prices on your requirements.

OREGON NURSERY CO.
ORENCO, OREGON

20,000,000 STRAWBERRY PLANTS

The very cream of all varieties—grown on new lands, and absolutely true to name stock.

We are equipped to ship as many as 500,000 plants per day, and can send them direct to your patrons. Let us have your want list for special prices.

We guarantee prompt shipment and absolute satisfaction. We offer first class strawberry plants at right prices for your trade list.

This business is backed up by forty-four years of success, and it is the largest of its kind in the United States.

Send for wholesale prices today.

J. A. BAUER

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JUDSONIA, ARKANSAS

GRAPE VINES A SPECIALTY

ALSO
CURRANTS, GOOSEBERRIES

Best varieties. Well rooted.
WRITE FOR PRICE LIST.

T. S. HUBBARD CO., FREDONIA, N. Y.

PEACH SEED

Plant Tennessee Natural
Peach Seed, 1921 Crop.

Will be glad to quote prices

SOUTHERN NURSERY CO.,
Winchester, Tenn.

GENUINE N. C. PEACH PITS

Get our prices

It will be to your advantage to order seed NOW for Fall planting 1923.

J. Van Lindley Nursery Co.
Pomona, N. C.

FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2½ to 4 inches.
Nice block of transplanted American Elm, 1½ to 3 inches.

Shrubs and Perennial Plants
General Assortment.

W. B. COLE, Painesville, Ohio.

Say you saw it in AMERICAN NURSERYMAN

SCARFF'S NURSERY

Headquarters For
SMALL FRUIT PLANTS and
LINING OUT STOCK

Strawberries	Hardwood Cuttings
Raspberries	Iris
Dewberries	Sage
Blackberries	Mulberries
Elderberries	Horseradish
Currants	Asparagus
Gooseberries	Rhubarb
Grape Vines	Barberry Seedling
Privet	Althea Seedling
Hydrangea	Spirea
P. G. Layers	Calycanthus Seedling
	Russian Olive Seedlings

our list quotes lowest prices
W. N. Scarff & Sons, New Carlisle, O.

Twice-a-month
Nursery TradePublicity

On the 1st and 15th

American Nurseryman
Nursery Trade Bulletin

Wintzers' Seventy-seven Canas

Editor American Nurseryman:

I wish you could have enjoyed Mr. Wintzer's golden wedding last Monday. For your information I am inclosing clippings from a few local papers. What I am sure you will look upon with interest from a horticultural standpoint, is that in addition to Mr. Wintzer's children, all of whom are living, and in addition to his some twenty grandchildren there was on exhibition at the time of his golden wedding, no less than seventy-seven of his Canna children, all of which are in commerce today, and which I think are recognized as constituting a very important section of all the Cannas today in commerce. In order to appropriately display them, we had the representatives of all the varieties collected and arranged in rainbow-like sequence in four color classes. We had the deepest at one end, and intervening tints at the opposite end, and intervening varieties covering almost without break or interruption the gradation of colors from one extreme to the other; thus could one travel from one end of the show table and from the very deep, dark-hued Nokomis, through the fire-colored scarlets, right down to the oranges of California; and then as the colors broke up into the reds and yellows, passing through these variegated into the pure yellow shades, and again ranging from the very deep Juanita and Princeton, the newer King Midas and Wilmer Atkinson, down to the primrose type of the white Flag of Truce, Mt. Blanc and Snow Queen; and then another shade of red, the cerise, from the deepest American Beauty, down to the splendid pinks, like City of Portland and Mrs. Alfred F. Conard, to say nothing of the outstanding Mrs. Pierre S. du Pont, down to the pale cream Palm Beach and Winsome.

I am enclosing a list so that you can see. There was gathered in one bouquet what I think the Trade should recognize as a truly notable achievement on the part of one man as the result of having kept everlastingly at it for over twenty-five years.

West Grove, Pa. ROBERT PYLE,
Sept. 23d President Conard & Jones Co.

The West Grove Independent says: "Surrounded by their children, grandchildren and close friends, Mr. and Mrs. Antoine Wintzer celebrated on Monday the golden or fiftieth anniversary of their marriage. Almost identical was the recognition of Mr. Wintzer's more than fifty years of prolific labor in the floral industry here.

"In honor were assembled their family of sons and daughters, the former all following

in the paternal footsteps as recognized horticulturists.

"In the greenhouses of the Conard & Jones Co., a few hundred yards away were gathered another family of Mr. Wintzer's—his Canna family, the loved ones of his floral household and pride of his workaday life, developed during the years since he came to West Grove. In a display of blooms humbly arrayed in milk bottles, were every variety of Canna produced by the veteran propagator; more than one new variety for every year. Vying with each other in radiant colorings were all the rainbow's shades, while reds in varied hues lent riotous brilliancy. Many of the newest varieties, that have won highest awards at International Expositions, are the fruits of years of propagation and cross hybridization, some of them not yet released to the market."

FOR NEW MEMBERS A. A. N.

Secretary Sizemore has sent out generally to members of the American Association of Nurserymen membership blanks and an urgent appeal to obtain members. It is the hope that the total can be made at least 500 by the time of the Chicago convention next June.

The American Nurseryman has a standing offer of a subscription or a renewal for this journal at half price to every new member, upon request.

AMERICAN ASSOCIATION PROCEEDINGS

The official report of the 1922 convention of the American Association of Nurserymen has been issued by the committee on annual report: George W. Holsinger, E. P. Bernardin and Charles Sizemore. It is in every way a creditable production typographically and in keeping with the dignity of the subject. It is a valuable record of achievement.

"Apples breed optimism, energy, cheerfulness and ambition," says Charles Edmund Tomlinson, of Chicago, founder of the Apple Club of America.

Wanted;

1,000 to 2,000 Peach Stocks
Yearlings, suitable for Lining out.

Omer R. Abraham, Martinsville, Ind.
R. F. D. No. 1

Lucretia dewberry, Apple and Pear grafts and Grape cutting.

BEN L. MARSHALL
PAW PAW - MICHIGAN

LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.

Evergreens
Lining Out Stock
Seedlings
Specimens
THE SCOTCH GROVE NURSERY
SCOTCH GROVE, IOWA.

Strawberries

Summer and Fall Bearing
Headquarters for Strawberries and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Crates, Baskets. Catalog free.
L. J. Farmer, Folsom, N. Y.

Make Yearly Contracts Now
For Trade Publicity in
American Nurseryman
American Nursery Trade Bulletin

AMERICAN NURSERYMAN

Some of you know what it means to have had the experience of a life time in providing Nursery Stock, not only for ourselves but for our fellow-plantsmen to profit by—You know the difference between that and "rough house" stock. This stock was grown by those in charge of a man who loves plants and with a life-time of learning how to grow them well. They will be packed by another man who has been at it steadily for over thirty years, and whose "know how" is here waiting for you to profit by. The only thing these plants lack is someone to sell them, and they would not need that, if you could only see them, for then you would want them.

On really large orders we would make prices even more interesting than the following;

ROSES—SPECIES	10	100	1000
Hugonia Rose, 2 yr.	\$1.25	\$10.00	\$ 90.00
Extra size	2.00	17.50	150.00

Blooms two weeks ahead of others.

"It is an upright-growing shrub with slender and spreading branches on which the fragrant flowers are borne in yard-long sprays of soft yellow. As I write in mid-November, the foliage is still on the shrub and has assumed a dark purple tint."—Report by Plant Explorer E. H. Wilson of the Arnold Arboretum, where this wonderful Rose may be seen blooming early in May.

HYBRID TEA ROSES

Gruss an Teplitz, Red.	1-1½ ft.	\$6.00	\$50.00
Jonkheer, J. L. Mook, Pink.	1-1½ ft.	6.00	50.00

HYBRID PERPETUAL ROSES

PRICE (Except where noted) 10 for \$5.00, 100 for \$35.00

Alfred Colomb	Mme. Plantier
Ameriean Beauty	Mme. G. Brunn
Baron de Houtstetter	Mme. Chant
Baroness de Rothschild	Marquise of Lorne
Captain Hayward	Marshall P. Wilder
Coquette Des Alpes	Margaret Dickson
Fisher Holmes	Mrs. R. G. Sherman Crawford
Earl of Dufferin	Paul Neyron
Frau Karl Druschki	Vick's Caprice
	MOSS ROSES
General Jacquemont	Blanche Moreau
John Hopper	Henri Martin
Jubilee	Princess Adelaide
Louis Van Houtte	Salet
Mme. Gabriel Luizet	

\$40 per 100

Also CONRAD F. MEYER—(Rugosa) \$40 per 100

Write us for prices on Polyanthas.

ROSES—CLIMBERS

	10	100	1000
Ameriean Pillar, Pink	1-1½ ft.	\$4.00	\$30.00
Ameriean Pillar, Pink	3-4 ft.	5.00	40.00
Aunt Harriet, 3 yr., Scarlet	3-4 ft.	3.00	25.00
Aunt Harriet, 5 yr., Scarlet	4-5 ft.	4.00	30.00
Coronation, Crimson scarlet	1-1½ ft.	2.25	18.00
Coronation, Crimson scarlet	3-4 ft.	3.00	25.00
Coronation, 3 yr., Crim's scarlet	4-5 ft.	4.00	30.00
Dr. W. Van Fleet, Flesh pink	1-1½ ft.	3.00	25.00
Dr. W. Van Fleet, Flesh pink	2-3 ft.	4.50	35.00
Dr. W. Van Fleet, Flesh pink	3-4 ft.	5.00	40.00
Dorothy Dennison, 3 yr. Sal. pk.	3-4 ft.	3.00	20.00
Dorothy Dennison, Salmon pink	2-2½ ft.	3.00	25.00
Dorothy Perkins, 3 yr., Pink	3-4 ft.	3.00	25.00
Dorothy Perkins, 2 yr., Pink	3-4 ft.	2.50	20.00
Dorothy Perkins, White	3-5 ft.	3.00	25.00
Excelsa, Carmine lake	1-1½ ft.	2.50	20.00
Excelsa, 3 yr., Carmine lake	3-4 ft.	3.00	25.00
Excelsa, Carmine lake	4-5 ft.	5.00	40.00
Farquhar, Pink	3-4 ft.	3.00	25.00
Hiawatha, Brilliant red	3-4 ft.	3.00	25.00
Lady Gay, Soft pink	2-4 ft.	3.00	25.00
Lady Gay, 3 yr., Soft pink	2-4 ft.	4.00	30.00
May Queen, Clear pink	3-4 ft.	3.00	25.00
Miss Messman, Crimson	1-2 ft.	2.50	20.00
Miss Messman, Crimson	3-4 ft.	3.00	25.00
Ruby Queen, Ruby red	2-2½ ft.	3.00	25.00
Ruby Queen, 3 yr., Ruby red	2-4 ft.	4.00	30.00
Wichuriana, White	2-2½ ft.	2.50	20.00
Wichuriana, 3 yr., White	2-2½ ft.	2.50	20.00

Note—Above roses will be shipped with the tops trimmed in the usual fashion.

Patrons who require all branches uncut are asked to so specify when ordering and remit \$2.00 extra per hundred to above rates.

FIELD SHRUBS

	10	100	1000
Buddleia Variabilis Magnifica	2-2½ ft.	\$2.00	\$18.00
(Butterfly Bush)			\$150.00
Calycanthus Floridus	8-12 in.	1.75	15.00
(Sweet Shrub)			
Calycanthus Floridus	1½-2 ft.	2.50	
(Sweet Shrub)			
Calliandra Purpurea	8-12 in.	1.75	15.00
(Purple Tinted)			125.00
Calliandra Purpurea	2-2½ ft.	3.00	25.00
(Purple Tinted)			
Deutzia Crenata Flora Plena	1½-2 ft.	1.25	10.00
Deutzia Crenata Flora Plena	3-4 ft.	2.00	18.00
Deutzia Crenata Flora Plena	5-6 ft.	3.00	25.00
Deutzia Gracilis	1½-2 ft.	2.00	17.50
Deutzia Gracilis Rosea, 1 yr.	8-12 in.	2.00	
Deutzia Gracilis Rosea	2½-3 ft.	3.00	25.00
Deutzia Lemoini, 1 yr.	8-12 in.	2.00	
Deutzia Lemoini	2½-3 ft.	2.50	20.00
Deutzia Lemoini	3-4 ft.	3.00	25.00
*Deutzia Magnifica	8-12 in.	1.25	10.00
*Deutzia Magnifica	18-24 in.	2.00	17.50
*Deutzia Magnifica, 3 yr.	3-4 ft.	2.50	20.00
Deutzia, Pride of Rochester,	3-4 ft.	2.00	18.00
4 yr.			
Deutzia, Pride of Rochester	4-5 ft.	2.50	20.00
Euonymus Japonica	6-8 in.	1.25	10.00
Forsythia Fortunei	3-4 ft.	2.25	20.00
Forsythia Fortunei	4-5 ft.	3.25	30.00
Hibiscus, Althea Banner	12-18 in.	1.25	10.00
Hibiscus Althea Banner	3-4 ft.	2.50	22.50

FIELD SHRUBS—Continued

Hibiscus, Althea Bicolor Die	12-18 in.	1.25	10.00
Hibiscus, Althea Double Pink	12-18 in.	1.25	10.00
Hibiscus, Althea Double Pink	12-18 in.	1.50	12.50
Hibiscus, Althea Double Pink	2½-3 ft.	2.00	17.50
Hibiscus, Althea Dbl. Pk., 3 yr.	3-4 ft.	3.50	22.50
Hibiscus, Althea Jeanne D'Arc	12-18 in.	1.25	10.00
Hibiscus, Althea Jeanne D'Arc	2½-3 ft.	2.00	17.50
*Hibiscus, Althea, Wm. H. Smith			
(New)	12-18 in.	7.50	
Hydrangea Arborescens Grand			
Alba	1½-2 ft.	3.00	25.00
Hydrangea Arborescens Grand			
Alba, 3 yr.	3-3½ ft.	5.00	45.00
Hydrangea Panicle, Grand	2-2½ ft.	3.50	30.00
Leucocera Morrowi	1½-2 ft.	1.50	12.50
Leucocera Morrowi, 2 yr.	3-4 ft.	2.25	20.00
Leucocera Morrowi, 3 yr.	4-5 ft.	3.00	28.00
Philadelphus Avalanche (Mock			
Orange)	1½-2 ft.	2.50	20.00
Philadelphus Avalanche (Mock			
Orange) 3 yr.	4-5 ft.	3.50	30.00
Philadelphus Bouquet Blanc	1½-2 ft.	1.50	12.00
Philadelphus Bouquet Blanc	2½-3 ft.	2.75	25.00
Philadelphus Virginian, 2 yr. (New)		7.50	
Prunus, Almond Double White	2½-3 ft.	4.50	40.00
Spiraea Anthony Waterer	12-15 in.	2.25	18.00
Spiraea Van Houtte	1½-2 ft.	1.50	10.00
(Van Houtte's Bridal Wreath)			
Spiraea Van Houtte	3-4 ft.	2.25	20.00
Spiraea Van Houtte	4-5 ft.	2.75	25.00
Symphoricarpos Racemosus			
(Snowberry)	2½-3 ft.	2.50	22.00
Syringa, Lilac, Persian Purple	2½-3 ft.	3.50	30.00
Viburnum Tom. Plie Japan Snow			
ball	12-18 in.	2.75	25.00
Weigelia, Eva Rathke	12-18 in.	3.00	25.00
Weigelia, Eva Rathke	1½-2 ft.	3.50	32.00
Weigelia, Eva Rathke	2-2½ ft.	4.00	35.00
Weigelia, Eva Rathke	2½-3 ft.	4.00	37.00
Weigelia Rosea	2-2½ ft.	2.75	25.00
Weigelia Rosea	2½-3 ft.	3.00	27.00

EVERGREENS—R. & B. 15c EACH EXTRA

Thuja Pyramidalis	1-1½ ft.	7.50	60.00
Thuja Pyramidalis	1½-2 ft.	9.00	75.00
Thuja Siberica, Transplants,			
Bushy	9-12 in.	6.00	50.00
Retinospora Filifera	1½-2 ft.	10.00	75.00
HEDGE PLANTS			
Barberry Thunbergii Seedlings			
Transplanted	12-15 in.	2.00	15.00
Berberis Wilsonii, 1 yr. field pits.		3.00	25.00
Buxus Sempervirens Suffruticosa,			
field grown (Box Edging)	2-4 in.	.75	6.00
Buxus Sempervirens Suffruticosa,			
pot grown	2½ in.	.75	6.00
Buxus Sempervirens Suffruticosa,			
field grown	4-6 in.	1.00	8.00
Buxus Sempervirens Suffruticosa,			
pot grown	3 in.	1.00	8.00
*Box Barberry, 1 yr. field grown.		.65	6.00
*Box Barberry, 2 yr. field grown.		.90	7.50
*Box Barberry, 3 yr. field grown		1.50	12.50
*Ligustrum Ixolium (New Hardy			
Privet), 2 yr. cut back		4.00	35.00

FIELD VINES

Akebia Quinata	1-1½ ft.	2.00	15.00
Akebia Quinata, 2 yr.	3-4 ft.	2.50	20.00
Akebia Quinata, 3 yr.	3-4 ft.	3.00	25.00
Ampelopsis Quinquifolia (Amer-			
ican Ivy)	8-12 in.	2.00	15.00
Ampelopsis Veitchii (Japan Ivy),			
pot grown	2½ in.	1.00	6.00
Ampelopsis Veitchii (Japan Ivy),			
1 year	12-18 in.	1.50	12.00
Celastrus Scandens	8-12 in.	2.00	15.00
Celastrus Scandens	3-4 ft.	2.50	20.00
Celastrus Scandens, 3 yr.	3-4 ft.	2.50	20.00
Clematis Paniculata	12-18 in.	2.00	16.00
Clematis Paniculata, pot grown	2½ in.	1.00	7.00
Clematis Paniculata, 2 yr.	1-1½ ft.	2.50	20.00
Clematis Paniculata, 3 yr.	2½-3 ft.	3.00	28.00
Euonymus Radicans	6-8 in.	1.50	12.00
Euonymus Radicans Variegata	6-8 in.	1.50	12.00
Hedera Helix (English Ivy), pot			
grown	2½ in.	.60	5.00
Lonicera Chinensis Purp. Honey-			
suckle	1-1½ ft.	2.00	15.00
Lonicera Chinensis Purp. Honey-			
suckle	2-2½ ft.	2.00	18.00
Lonicera Chinensis Purp. Honey-			
suckle	3-4 ft.	2.50	20.00
Lonicera Chinensis Purp. Honey-			
suckle 3 yr.	3-4 ft.	2.50	20.00
Lonicera Japonica Aurea Ret.			
Honeysuckle	1-1½ ft.	2.00	15.00
Lonicera Japonica Aurea Ret.			
Honeysuckle, 3 yr.	3-4 ft.	2.50	20.00
Lonicera Japonica Halliana	12-18 in.	2.00	15.00
Lonicera Japonica Halliana, 3 yr.	2½-3 ft.	3.00	25.00
Lonicera Japonica Halliana, 3 yr.	2½-3 ft.	3.00	25.00
Lonicera Japonica Halliana, 3 yr.	3-4 ft.	3.25	30.00
Lonicera Hendersonii	8-12 in.	1.75	15.00

These prices are for the trade only, and are net f. o. b. West Grove. Boxing or packing extra at cost.

The CONARD & JONES CO., Inc.

ROBERT PYLE, Pres.

ANTOINE WINTZER, Vice Pres.

R. T. SATTERTHWAIT, Secy.

WEST GROVE, PENNA.

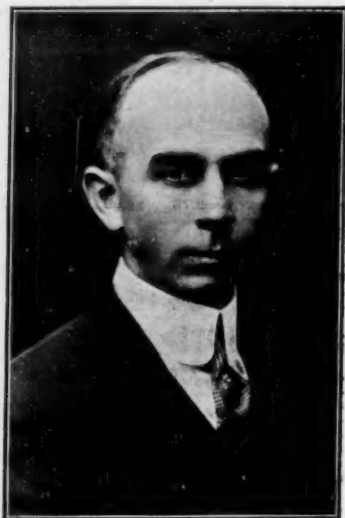
MEN OF THE HOUR

"American Nurseryman" Series

Charles A. Simpson

The Vincennes, Ind., Commercial of September 3, 1922, says:

In Knox county in the Simpson nurseries, founded way back in the early fifties, Charles A. Simpson received his first training in the Nursery business. He comes from a family of Nurserymen. His father, H. M. Simpson, for a number of years had charge of the Simpson Nurseries founded by his father, and has now retired from the active opera-



CHARLES A. SIMPSON, Monticello, Fla.

tion of the Nurseries and orchards, leaving them in the hands of his sons, Robert Simpson and Harry Simpson.

Charles Simpson, although trained in Purdue University as an engineer, took up Nursery work as his life vocation, and that he has made a success is indicated by the fact that he is now president of the National Nut Growers' association. He is located at Monticello, Fla., where he operates a large Nursery, shipping out annually thousands of pecan trees. At the present time Mr. Simpson is back in Knox county spending a vacation at his boyhood home.

The *American Nut Journal*, published at Rochester, N. Y., carries on the editorial page the following detailed write-up of Mr. Simpson which The Commercial takes great pleasure in reproducing:

"President C. A. Simpson of the National Nut Growers Association, is at the head of the Simpson Nursery Co., Monticello, Fla., one of the oldest and best known nut Nurseries in the South, wholesale growers of grafted and budded pecan trees. Mr. Simpson is of a family long and favorably known both in nut and general nursery circles. The Knox Nurseries, H. M. Simpson & Sons, Vincennes, Ind., has ranked for many years as one of the most prominent in the country. It was in Vincennes that President Simpson was born in 1876. He was graduated in 1895 from Vincennes University and in 1898 from Purdue University, the School of Engineering. During the Spanish-American war he was sergeant in the Second Volunteer Engineers, Co. D., and saw service in Cuba after the armistice with Spain.

"In 1899 he took a position with the Kellogg Switchboard and Supply Co., Chicago, Ill., where he worked in the engineering de-

partment until 1911. During the last three years there he was first assistant to the chief engineer. This company manufactured and installed telephone switchboards, telephones, and automobile supplies.

"In the fall of 1911 Mr. Simpson bought half interest in the Simpson Nursery Co., Monticello, Fla., and moved to Monticello. Since then they have shipped from 75,000 to 140,000 pecan trees each season. For the past six years they have grown and sold nothing but pecan trees.

"Since living at Monticello, Mr. Simpson has served two terms as city councilman, was county chairman of all the Liberty Loans, and was elected captain of the Jefferson County Home Guards during the war. He is president of the Monticello Chamber of Commerce; elder in the Presbyterian church, and director in the Bank of Monticello.

"He has served two terms as president of the Georgia-Florida Pecan Growers Association, and is now on his fourth term as president of the Southeastern Pecan Nurserymen's Association. He is president of the Southern Nurserymen's Association and of the National Nut Growers Association.

"Mr. Simpson was married in 1903. He has three boys, aged 17, 13 and 4.

"The Simpson Nursery Company has developed the Arthur Pecan Co., Albany, Ga., 700 acres of pecan trees; the Minninette Orchard Co., 200 acres of pecan and peach trees, and the Georgia-Florida Pecan Co., 2,000 acres of pecan trees.

O. Joe Howard

The new president of the Southern Nurserymen's Association is one of the best known Nurserymen, not only in the Southern Association but also in the American Association whose conventions he regularly attends and in whose activities he is called upon to take prominent part. Mr. Howard's business life has been in Nurseries of North Carolina. After completing a course in shorthand and bookkeeping, he became associated with the late J. Van Lindley, in the Nurseries at Pomona, N. C. He spent in that company all the years of his business life until after the death of Mr. Lindley, the last ten or twelve years of that period as sales manager.

In April 1920 Mr. Howard moved to Hickory, N. C., and organized the Howard-Hickory Company, for the growing of fruit and ornamental Nursery stock. Mr. Howard was president of the Southern Nurserymen's Association the year it met at Mont Eagle, Tenn. He has also been secretary-treasurer. For two or three years he was a member of the market development committee of the American Association. He has four children, is a Baptist and a Rotarian, stands six feet three and tips the scales at 200 pounds—a typical President.

For Sale-NURSERY SPADES

30 Oliver Ames Nursery Strap Spades, price \$1.50 each. The above spades are extra strong light steel strap nursery spades and good value at the price offered.

The D. HILL NURSERY CO.
DUNDEE, ILLINOIS



O. JOE HOWARD, Hickory, N. C.
President Southern Nurserymen's Association

New Nectarine.

By F. T. Ramsay, Austin, Texas

From the time I was able to look up in a fruit tree pick up fruit from the ground till I was grown, I thought that all nectarines were round, of a dark red color and generally had worms in them. I was taught that, as they had no fuzz on them, the same curculio that stung plums and laid its eggs in them also used the nectarines for incubators.

Fifteen or twenty years ago our attention was called to a real clingstone nectarine and a white and other styles of freestones.

About the same time the sweet Pallas peaches were planted everywhere and recently there came a school of sweet, Pallas-shaped nectarines, almost or totally free from the attacks of curculios. And they were just as sure bearers as the Pallas or Smith peaches—possibly better. Then this year a crowded two-year-old tree ripened its crop almost as soon as Alexander or Victor peaches—and long before Pallas was ripe.

A few years ago Mr. Wilkinson, living right in the town of Corpus Christi, sent us samples of fruit from a nectarine that showed they, too, were descendants of the Honey or Pallas strain of peaches. Knowing that Corpus Christi is near or beyond the South limit of good or profitable peaches, we were surprised and got buds at once. It has borne regularly and one never tasted more delicious fruit; and, like all of them of the same strain, the seed is very small. We picked the first ripe fruit this year on June 11th and the last one on the 25th.

THE DAVIS NECTARINE

We have seen many full trees in peaches, plums, and apricots, but in all our lives we have never been so thrilled over a crop of fruit as we have been recently in looking at a nectarine tree growing in the back yard of Mr. Davis who lives on West 38th street. Six years ago this spring a seedling came up against the house. The next winter it was moved to an open place. The next year it bore and this present crop is the fourth one. My first impulse was to send for a photographer. The photo shows one of nine braces holding up the branches and what seems to be the body of the tree is one of the braces. It begins to ripen on the 27th of June and has the sweetness of its cousins.

Green fruit is hard to photograph. The photo shows 98 nectarines, while one can see on the limb about double that number.

The sureness of their bearing and the delicious quality of a lot of new nectarines,

THE PROLIFIC DAVIS NECTARINE



F. T. Ramsey, Austin, Texas, Reports Interesting Find—Fourth Crop on Six-year-old Tree Shown Above.

the different colors in clings and freestones and extension of the season of ripening by earlier and later varieties, make one wonder if they may not, to a great extent, take the place of peaches.

In drying, the absence of fuzz is desirable and they are so sweet the sugar will crystallize on them.

Most new fruits have no criterion, but these best and sweetest nectarines will grow anywhere a Pallas peach will. This means they will go from Elgin and Brenham to San Antonio and Corpus Christi sure.

Then we have learned that we were wrong in supposing that the varieties of special value on the coast would not succeed toward the North. We are finding that they do still better there.

It really looks like we are going to get a lot of nectarines and new peaches from Pallas and Smith seed that will bear every year, no matter what kind of spring weather we have. Occasionally a nectarine is produced by a peach seed. The tree and seed are exactly like a peach.

Say you saw it in AMERICAN NURSERYMAN

4,000 Bushels From 3,500 Trees

A despatch from Washington, Pa., says: "Some Washington county Nurserymen are going to harvest good crops this fall, despite the frost scares and the dry weather of the present. The Glass Bros., who have 100 acres in Robinson township stocked with all kinds of fruit trees, are harvesting their peaches and will gather 4,000 bushels from charges, the sale price having failed to

When writing to advertisers just mention American Nurseryman.

SPECIALS FOR FALL

Cornus Paniculata, 2 to 3 feet.
Acer Saccharinum and many other trees, shrubs and perennials.

F. E. MOORE WALLEN, IND.

SALESMEN—We have openings for several good salesmen in our Nursery and Landscape Department. We can offer year round work and a proposition worthy of highest class salesmen. References by responsible people required.

Lowry Nursery & Landscape Co.
J. W. RYDER, Sales Manager.

OZARK MOUNTAIN GROWN TREES

With well developed Root Systems. Will please your customers. Let us quote you on Peach, Apple, Plum, Apricot, Berry Plants, California Privet, Peach Pits, etc.

PARKER BROS. NURSERY COMPANY

The Fayetteville Nurseries,

Fayetteville, Arkansas

VINCENNES NURSERIES

W. C. REED & SON, PROP.

VINCENNES, INDIANA

CHERRY, 2 YEAR, ALL SOLD
CHERRY, ONE YEAR, 11/16 UP
CHERRY, ONE YEAR, 9/16 TO 11/16
CHERRY, ONE YEAR, 7/16 TO 9/16
CHERRY, ONE YEAR, 2 TO 3 FEET
KEIFFER PEAR, 2 YEAR, ALL GRADES
PEACH, ONE YEAR, LEADING VARIETIES
PLUM ON PLUM, 2 YEAR, EUROPEAN AND BURBANK
HANSEN HYBRIDS, 2 YEAR, ON AMERICAN ROOTS
PLUM AND APRICOT, ONE YEAR, ON PEACH
GOOSEBERRY, ONE AND TWO YEAR

Our Blocks of One Year Cherry are largest in the U. S.
Grown on New Land. Buy Early and be assured of a supply

THOROUGHLY MATURED
SEEDLINGSJAPAN PEAR
MYROBOLAN

Apple now sold out.

Despite our large supply of apple seedlings, we are now sold out. Discriminating buyers bought early and heavily. Some of them also ordered their next year's supply, so they would be sure to get our thoroughly matured, well graded, splendidly rooted stocks.

When you consider that our seedlings are grown on clean, new soil, never before in nursery stock, that we have moisture under control, and crisp, dry fall weather to mature our stock; you can understand why our seedlings excel.

Washington Nursery Co., Toppenish Wash.
(IN THE FAMOUS YAKIMA VALLEY)

FOR SALE

Rand Card Cabinet for stock records, 6 drawers, capacity 450, 8x5" cards. Cost \$85.00. Like new. Will sell for \$60.00. Have bought larger cabinet. B. W., this office.

BOULDER CREST NURSERIES

Route No. 3, Box 216, Atlanta, Ga.

10 M 1 year peaches
50 M Junebud peaches
12 M 1 yr. apples
6 M 2 yr. apples, 3 M Figs, 3 to 4 ft.

SEEDS SEEDS and PLANTS PLANTS

We have the following to offer, (new crop)
Turnip Seeds, Mustard Seed, Cabbage Seed, Long Island Grows, Bermuda Onion Seed, Tenoriff Grown.
Strawberry Plants, Klondike and Everbearing. Flowers, Bulbs, and Nursery Stock of all kinds.
Wholesale prices upon request. WRITE US before you place your order.
The LILYLAND FARMS Starkville, Miss.

We are large growers of Fruit and Nut trees, Ornamentals and ROSES. Give us a trial. We know the quality of our stock will please you.

INTER-STATE NURSERIES,
C. M. GRIFFING & CO., PROP'S.,
JACKSONVILLE, FLORIDA

TREE SEEDS

Send for catalog listing Tree, Shrub, Perennial and Evergreen Seed. Collected from all parts of the world.

CONYERS B. FLEU, JR.
6628 Ross St., Germantown, Philadelphia

Ampelopsis Veitchii 300,000
two year, 10 in. to 8 ft. Extra strong and 12 yr. for retailing and lining out. Some XX heavy tops and roots. Satisfaction in all grades. Superior to general stock, grown thin, so much stronger roots. It is not the cheapest, but the best. Get particulars before purchasing elsewhere.

CHARLES BLACK, Hightstown, New Jersey

J. H. SKINNER & CO.
TOPEKA . . . KANSAS

We offer for Fall 1922—

Apple Seedlings

Japan Pear Seedlings

Forest Tree Seedlings:

American White Elm Black Locust Honey Locust
Catalpa Speciosa

Spirea Van Houtti

1 year, for transplanting, also 2 to 3 ft. and 3 to 4 ft. stock

Broadleaf Evergreens of the South

Talk Made Before the Meeting of Southern Nurserymen at Lexington, Ky., Sept. 14 and 15, by L. M. Jenney, Manager, The U. S. Nursery Company, Roseacres, Miss.

THE South is eminently fortunate in its wealth of broadleaf evergreens. In fact, it is the land of the broadleaf. This gives the South an immense advantage in landscape.

It is obvious that a region of heavy snow-fall produces no broadleaf evergreen trees. It is in the South that we find the various live oaks, the magnolias called "bull bay" and "swamp bay," the persias or mahogany bays, the evergreen cherry, and osmanthus or wild olive, the cliftonia or titi, the hollies—the one so commonly used for Christmas greens everywhere, the yaupon and dahoon holly,—also the palms and bamboos, as well as a host of evergreen shrubs and vines. The North has none of these trees and comparatively few broadleaf evergreen shrubs, which it must use in particular locations, and those we use also in the South: the boxwoods, some hollies and laurels and thorns, rhododendrons, kalmias, azaleas, andromedas, yews, climbing euonymus and periwinkle. Nevertheless, our Nurserymen have until recently found it more convenient to follow the traditions of the North, and landscape men have generally brought their planting lists down with them—lists mostly deciduous. But today there are several cities of the South which show many fine examples of what broadleaf evergreens will do. The contrast with deciduous plantings which these examples furnish recall the Scripture question: "If a man ask of you bread, will you give him a stone?" That is, if a man ask you to beautify his home, will you give him a pile of brush? The strong movement today is toward evergreens.

The evergreen from time immemorial has been the symbol of life and forever will be vital to any satisfactory landscape. Could a Christmas tree be anything but an evergreen? About our homes in winter is it not the evergreens which give brightness and warmth and hospitality? The evergreens are strong and enduring and full of the joy of life perennially. In the spring their strength makes more delicate and delightful the fresh blossoms and tender greens. In the summer they stand piquant amid deciduous leafage. They are the powerful, sometimes somber, strain in the autumn harmony; and in winter they are bright and smiling with fullness of life.

DELIGHTFUL EMBARRASSMENT OF RICHES

I want to talk more particularly about the broadleaf evergreens, not because the conifers are less beautiful, but because broad-

leaf plants, both evergreen and deciduous, are more familiar and friendly. The apple and orange, in fact, our flowers and fruits and nuts, almost without exception, come from the broadleaves; and a plant which offers us flowers and fruits is a friendlier, more hospitable plant.

The broadleaf evergreens have all the pleasing virtues of color and grace in the summer landscape to be found in their deciduous neighbors, and in the winter whether covered with vivid berries or only glossy leaves, they alone are glad to be alive. Nevertheless, to the famous man in the street and his wife, the word "evergreen" recalls graveyard, pressed cedar, juniper, spruce—said juniper or spruce meaning any and every coniferous evergreen. Therefore, when you propose to gladden their home grounds with evergreens you have undertaken some preaching, for though they are familiar with the flowers of the magnolia, the oleander and the jasmines, they do not believe that any evergreen shrub will bloom during the summer and stay green in the winter. But the sober John Brown fact is that we have a most delightful embarrassment of riches right here, and the ambitious young landscape architect who strives to dumfound and satisfy his equally ambitious client can find enough diverse varieties among the broadleaf evergreens to make of the ordinary home grounds a squirming, restless omniumgatherum that will stump all friends of the proud owner. There are several varieties which bloom till winter. In fact, his only disappointment will be that he has no evergreen Lombardy poplar, no evergreen purple plum and no evergreen weeping and wailing mulberry.

ENDLESS ARRAY OF BLOOM AND BERRIES

Aside from these wants the broadleaf evergreens give us all possible varieties of line and color and texture, of style and aesthetic suggestion, and in addition, an endless array of bloom and berries every month in the year. And the wants noted above can be supplied by the conifers. But we do need some dwarfier varieties of broadleaf evergreens that are thrifty growers and good bloomers—a dwarf abelia, some still dwarfier ligustrums, a dwarfier eleagnus. By thrifty grower I mean a plant which grows rapidly in its earlier years. You will appreciate this point by comparing the rapid privets with their slow relative, the common lilac. We need some dwarfier shrubs for

that great majority of limited home grounds in our towns and cities.

In passing I mention that I am not wishing to exclude deciduous landscape plants; they are indispensable in their time and place and we wish only that some of them were evergreen. They are less expensive, more available and universal and on expensive grounds they should be largely associated with natural deciduous growth.

The broadleaf evergreens are less familiarly known and for limited grounds, seen every day in the year infinitely more desirable, for they are always waiting to receive you with flowers in bloom or branches in green. Among the trees are the many live oaks, American and Japanese, of different styles which are good from Memphis to New Orleans, the magnolias and other bays, many kinds of holly, osmanthus, cherry, ligustrum and eleagnus. Some of the dwarfier trees are most useful in shrub form, and wherever we have space it is always desirable to grow some trees, even oaks and magnolias, with branches sweeping the ground. Some of these evergreens can be grown as pyramidal and standards for formal use. There are many of the broadleaves too tender for the upper South; the camphor, the noble and regal laurel, tea olive, loquat, laurustinus, pittosporum, oleander, camellia, myrtle and many others. The heather family as a whole will not endure limestone soil. But there is a host of hardy and adaptable broadleaves; and in this list I would include cephalotaxus and the yew in its differing forms from pyramidal to prostrate which furnish foliage textures approaching the conifers.

SHRUBS AND GROUND COVER ALSO

There are many sorts which will endure adverse conditions of soil and extreme drouth, such as eleagnus, euonymus, sophora, sumac, Italian jasmine, nandina, barberry, mahonia and the ligustrums as a class. All these do best with good drainage and moisture; but in Texas and some other sections drouth and extreme sun are often the controlling factors in planting,—the mention of Texas brings up the fact that the whole Southwest and California offer another field rich in native broadleaf evergreens.

After the shrubs, we have for ground cover Japanese spurge and honeysuckle, many roses, English ivy and the periwinkles. The English ivy and euonymus vine are excellent for covering tree trunks and walls, and in the lower South, the creeping fig. For trellises the jasmine and Jackson vine are delightful. Almost any evergreen tree or shrub may be used for hedge and on wire the Japanese honeysuckle and the Cherokee and McCartney rose make good hedges.

Among the more recent broadleaf evergreen shrubs a dwarf eleagnus, some dwarf

W. T. HOOD & CO.

Old Dominion Nurseries
RICHMOND, VIRGINIA

We offer for FALL 1922 and SPRING 1923

Apple, Standard Pear, Peach, Plum, Concord Grape one and two year; California Privet (one year), Amoor River South one and two year, Extra fine; Magnolia Grandiflora (all sizes).
Roses (budded).

Send Us Your Want List for Quotation

A. J. VANDER VIES & CO.

OAKTON

VIRGINIA

Offer for early Fall delivery

The finest selections in bush Roses in Teas, Hybrid Teas and Hybrid Perpetuals, budded on Canina.

Also Tree Roses and Climbing Roses in the best varieties.

ALL STRICTLY FIRST GRADE STOCK.

A list of prices and varieties will be most cheerfully given.

privets and loniceras, some viburnums and hollies are invaluable; but the broadleaf field is new and there is no place in the entire South where even an approximately complete representation of broadleaf evergreens can be found. The most commonly used at present are the abellias, acuba, the various sorts of buxus and euonymus, the many sorts of ligustrum, eleagnus, gardenia, hypericum, ilex, laurocerasus and magnolia in variety, the mahonia, the varieties of photinia, jasmine, osmanthus, pyrocanthus and quercus. Though not included among the broadleaf evergreens the palms, bamboos, yuccas and evergreen grasses furnish a wealth of desirable material extremely valuable and which will be used more generally and extensively as planting advances in the South. Also many evergreens are listed among our hardy perennials, such as iberis, helianthemum and galax.

NO OTHER FACTOR SO ADVANTAGEOUS

The special interest in landscape evergreens as a whole is comparatively recent and we expect great additions to our present list, made by discovery at home and abroad, by hybridization and mutation; but at present we are not using as we should the wealth of evergreen plants already at hand, both those indigenous to the South and those imported and available in Nurseries.

There is no one thing that can so much improve and make Southern homes so enjoyable as the correct planting of broadleaf evergreens. There is no other factor in landscape so decidedly advantageous to our section and it is extremely fortunate for the South that it is richer in these superlative plants than any other part of the United States.

Agawa Slopes Orchard

Springfield has within four miles of its city limits the only large orchard in this section of the country that has crops scientifically rotated so that from July to mid-October the 120 varieties are ripening in continuous succession, says the Springfield, Mo. Leader.

During the past few weeks several hundred Springfield citizens have motored out to Agawa Slopes, as the 42 acre peach orchard is called, to view the orchard, owned by W. A. Chalfant.

There are 2,000 peach trees inter-planted with an equal number of apple trees on the Ingram Mill road, about four miles southeast of the city. The trees were planted in 1915 and although about 100 bushels were gathered last year, this is the first year of a real crop.

Of the 120 varieties nearly 50 have been sold out already. They ripen on the average of three or four varieties a week. Mr. Chalfant estimates that about 18 trees are picked and sold each day.

Southwestern Nurserymen

Following is the program for the fifth annual convention of the Southwestern Nurserymen's Association, at Dallas, Tex., Sept. 28-29:

President's address, by John S. Kerr, Sherman, Tex.

Secretary-treasurer's report, by George F. Verhalen, Scottsville, Tex.

Appointment of committees.

"Closer Co-operation of Nurserymen and Florists," by James W. Begbie, president Texas Florists' Association.

"For a Higher Standard of Ethics Among Nurserymen," by G. W. McKenna, secretary and treasurer, Waxahachie Nursery Co., Waxahachie, Tex.

"Freight Rate Problems," by F. A. Leffingwell, manager transportation department, Dallas Chamber of Commerce.

"Nursery Training in Agricultural Colleges," by John S. Kerr, chairman of committee, American Association of Nurserymen.

"Uniform Nursery Inspection Laws for the Cotton States," excerpts from reports of Southwestern Nurserymen's Association committee, and discussion.

"History of Rose Growing in the Tyler Section," by H. G. Strayhorn, Tyler, Tex.

"Forestry Legislation in Texas," by E. O. Sleske, secretary Texas Forestry Association.

"The Nurserymen's Interest," by William Clowe, Corsicana, Tex., and J. M. Ramsey, Austin, Tex.

Reports of committees. Election of officers.

Outlaw Calls Meeting

The Clarksville, Tenn., Star published the following on Sept. 3rd:

Fruit is a great luxury and there are very few good orchards in the county. We can raise as fine peaches and apples in Montgomery county as can be raised in any state in the Union if we will give the trees the attention necessary. Some will say that fruit misses so often in this climate. This is not altogether true, for if we have large orchards with several varieties we will have some fruit nearly every year; at least enough for family use.

All who desire setting trees this fall should be giving the matter some thought, so if you will meet me at the Chamber of Commerce next Saturday, September 9th at 10 a. m. we will discuss the question and be able to buy our trees at a reasonable price.

I knew some farmers, last season, to pay as high as fifty-nine cents apiece for peach and apple trees when the same varieties and as good stock could have been bought for one-fourth the money.

G. E. OUTLAW,

Chairman Horticultural Committee.

Outstanding instances where artificiality for the moment was dethroned and the obviously natural thing reigned:

1—Favorable action by the A. A. N. on its Vigilance Committee's report.

2—Nomination and election of Harlan P. Kelsey as vice-president.

NATIVE BROAD-LEAVED EVERGREENS

Ornamental Trees,

Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains
Collections to Order in Carload Lots a Specialty.

Correspondence solicited from large planters
Ask for Price List.

E. C. ROBBINS, PINEOLA,
Avery County, North Carolina

Quercus palustris (Pin Oak)
Fraxinus americana

(White Ash)

Populus nigra fastigiata
(Lombardy Poplar)

Ulmus monumental
(Cornish Elm)

Ask for our prices before ordering

AUDUBON NURSERY
H. VERZAAL, General Manager
WILMINGTON, P. O. Box 275 N. C.

Wanted:

An experienced propagator of roses, shrubs and perennials for lining out in nursery rows. R. N. Y. this paper.

GRAPE VINES ONE YEAR APPLE TROY NURSERIES

W. N. ADAIR, Prop.
TROY, KANSAS

COMMERCIAL NURSERY CO. DECHERD, TENNESSEE

We offer Peach, Plum and Apple, first class stock. Also have Pecans and Japan Persimmon for sale. June Buds Peach our specialty. Fine lot. Write us.

TREES and PLANTS

We offer the trade a full line of fruit trees, gooseberries, currants, loganberry plants, roses, etc., at close prices for Fall delivery 92.2 Send us your want list.

Benedict Nursery Co. 185 E. 67th St., N. Portland, Ore.

Landscape Photographs

Every Landscapeman should use our photos when soliciting landscape orders. Our views are good and are doing fine for many nursery firms. Start now using them.

Write for our numbered circular.

B. F. Conigisky, 227 N. Adams St., Peoria, Ill.

APPLE SEEDLINGS

All Grades

JAPAN PEAR SEEDLINGS

All Grades

Our seedlings will be late dug and well matured. Safe arrival and satisfaction guaranteed.

M. L. TAYLOR

PERRY, KANSAS

SURPLUS

Red Oaks, Pin Oaks, American, English and Silver Linden, White Dogwood, American Elms, English Beech, Norway, Sycamore and Silver Maples. American Arborvitae, Pyramidal Arborvitae, Hemlock Spruce, Norway Spruce. Thunberg's Barberry 12-18" and 18-24". California Privet 12-18", 18-24" and 2-3 feet.

The RAKESTRAW-PYLE CO.
KENNETT SQUARE, PA.

To The Trade Only

We offer for delivery Fall 1922 or Spring 1923 a large and well assorted block of Fruit trees comprised of

**APPLE PEAR
CHERRY PEACH
APRICOT NECTARINE
PLUM PRUNE**

and a particularly fine lot of
GOOSEBERRY and CURRANT
in both one and two year olds.

ROSES and ORNAMENTALS

Headquarters for Nursery Supplies

PORTLAND WHOLESALE NURSERY Co.

971 SANDY BOULEVARD, PORTLAND, OREGON

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

Established 1870

HEADQUARTERS for Early Harvest
B. B. root grown.

SPECIALIZES IN
AMOR RIVER NORTH PRIVET.
BUNGEI CATALPA.

BOITAS. Best evergreens for the
great southwest
SHADE TREES. Large stock, all
sizes.

ORNAMENTALS. Grown for land-
scape work.

Correspondence solicited.

STRAWBERRY PLANTS

Everbearing and standard varieties.
We grow 5,000,000 to 10,000,000 annual-
ly on new grounds. Raspberry plants
and blackberry plants. 1,000,000 as-
paragus plants; best that is possible to
grow. 100,000 Horseradish. Concord
grape vines. Write for prices.
F. W. DIXON, HOLTON, KANSAS.

Special for Fall

Cornus Elegantisima, 2-3 and 3-4 ft.
Also Shrubs and Herbaceous Plants
in good assortment.

T. R. NORMAN, Painesville, Ohio

Attracting Nurserymen's Attention

John Stevens, Webster City, Ia., has what he believes to be a new variety of plum, a free-stone, about the size of a walnut. A despatch says: It is attracting unusual attention, and the Stark Brothers Nurseries at Louisiana, Mo., have had a man here several times this summer to buy the exclusive right to propagate and sell this plum tree. As yet, however, Mr. Stevens has not sold to them. It is said that several very substantial offers have been made him by other Nurseries than the Stark Brothers. Mr. Stevens calls the new plum the Delicious.

In an effort to exclude from this country the European corn borer and other dangerous insect pests and plant diseases, the importation of certain kinds of plants and flowers into the United States from the province of Ontario, Canada, has been forbidden. The ban does not apply to the other Canadian provinces.

Because of the railroad strike peaches at Springfield, Mo., sold at ten cents per bushel. In some Western New York orchards peaches were given to all who would come and pick them.

A NEW BOOK! NUT GROWING

By Robert T. Morris

The latest and only up to date book on the newest and one of the most important branches of Horticulture, giving a broad survey of a rapidly growing industry. Detailed explanation of successful methods of propagation and the new process of grafting with the use of paraffin; illustrated.

An invaluable work for all nut growers.

Price. \$2.65, Postpaid

AMERICAN FRUITS PUB'G. COMPANY
39 State Street, Rochester, N. Y.

PEONY ROOTS; good 2-3 eye divisions; (Pink) \$10 per 100. Pelissima Rosea, San Foin, Rose Fragrance, Humel, Latipetella Rosea. (White) Queen Victoria (whitely) \$12 per 100. LaPearl, Venice, Avalanche, Alba Sulphurea, and L'Esperance \$20 per 100. For extra large 3-7 eye divisions, add 50%. Hemorcalis, Fulva and Kwanso, floreplena, and mixed iris \$1.25 per 100. \$10 per 1000.

W. L. Lux, R. R. No. 7, Topeka, Kans.

PROSPEROUS MAIL ORDER Nursery For Sale

In Western New York, with or without the real estate.

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First Forms: - 25th each month

Last Forms: - 27th each month

If proofs are wanted, copy should be in hand previous to above dates.

American Fruits Pub'g. Co., P. O. Box 124, Rochester, N. Y.

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First Forms: - 10th each month

Last Forms: - 12th each month

THIS SPACE

\$2.50 Per Month Under Yearly
Contract.
Including publication in both **AMERICAN
NURSERYMAN and AMERICAN NURSERY
TRADE BULLETIN.**
One Month: \$2.80 in both.

PEACH PITS

North Carolina Mountain
Naturals. Crop 1922.

Ask for samples and prices.

VALDESIAN NURSERIES, Bestie, N. C.

The Whole Subject of Nursery Trade Publicity

By a system exclusively its own, this publishing company covers the American Nursery Trade thoroughly. Advertisements entrusted to its care are published first in the "American Nurseryman," through which they reach subscribers, and then are published in the "American Nursery Trade Bulletin" through which they reach the remainder of the trade. The rate for advertisements covers the double service, on the 1st and 15th each month. Forms close on the 25th.

BETTER THAN ANY TRADE DIRECTORY—Mailing Lists changed daily.

American Nurseryman and American Nursery Trade Bulletin

ALL ADVERTISEMENTS ARE RUN IN BOTH PUBLICATIONS
ABSOLUTELY COVERING THE TRADE

FOR THOSE WHO DO NOT ALREADY KNOW

BUSINESS Announcements in this Chief Exponent of the Trade reach the Nurserymen of every State in the Union. An absolutely independent publication. Edited by the Founder and Dean of Nursery Trade Journalism in America, it continues its pronounced lead in movements which have characterized trade progress for a quarter of a century. Practically every important action on the part of Nursery organizations of the country, national, district and state, has been urged and foreshadowed in the columns of the "American Nurseryman" for months or years beforehand.

That is an unparalleled record. The proof is in print in the files of this journal, open to all.

THE AMERICAN NURSERYMAN, 39 State Street, ROCHESTER, N. Y.

ADVTG. \$2.50 INCH. CHIEF EXPONENT OF THE NURSERY TRADE. SUBN. \$2.00 YEAR
American Nurseryman Advtg. Are Included in American Nursery Trade Bulletin Monthly

TRADE SENTIMENT

A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the industry generally."

The D. Hill Nursery Company in a recent letter said: "I am more than ever convinced that the "American Nurseryman," being an independent Trade Journal, is a logical medium which should be dominant in the Nursery Field."

"Your publication is doing a great work. We are all with you."—John A. Young, President, Aurora (Illinois) Nurseries.

Subscription: \$2.00 per year. Three Years, \$5.00

AMERICAN FRUITS PUBLISHING CO.,
39 State St., ROCHESTER, N. Y.

T. W. RICE, GENEVA, N. Y.

Offers in Large Quantities for
FALL 1922 AND SPRING 1923

Peaches	Privet, California, Amoor
Catalpa Bungei	River North and Ibota
Mulberry Russian	Grape Vines, 1 and 2 year
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Also a good supply of Apple, Standard and Dwarf Pears, Quinces, Plums, Apricots, Roses, etc. Send want list.

T. W. Rice, Geneva, N. Y.

PRICES IN ADVERTISEMENTS

The **AMERICAN NURSERYMAN** and the **AMERICAN NURSERY TRADE BULLETIN** are Nursery Trade Journals—nothing else. Therefore, prices may be used freely in advertisements in these journals, of course.

This announcement is made again, for the benefit of those who may have confused our policy with that of some other publication.

The publishers of these journals do not announce that prices in advertisements therein are "for the trade only" and then send the journals to gardeners, and amateurs generally!

BERBERRY SEEDLINGS

Our present crop is the best ever, both as to quantity and quality, also a nice lot of Ibota Privet and Ampelopsis Veitchii Seedlings.

We are now in a position to quote prices that we know will interest you and make you money.

C. E. WILSON & COMPANY
MANCHESTER, CONN.

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We have a fine block of Regals Privet, true var. from cuttings, also a good assortment of Shrubs and Evergreens, Roses: Std, Low Bud and own roots, Perennials. Our Barberry seedlings are very strong this year.

The
Evergreen Nursery Co.
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Modern Country Home and Up-To-Date Fruit Farm, Combined, For Sale. Beautiful, Scenic Location, overlooking city of fifteen thousand population, and commanding view of rich farms and orchards for miles in each direction. Seventy-one acres, rich black loam, clay sub-soil, one half in fruit, balance in clover, alfalfa and pasture, spring water in pasture.

Nine hundred twenty-five apple trees, seven hundred seventy cherry, three hundred fifty peach, two hundred pear, seventy-five plum, two thousand grape vines, two acres black raspberries, three acres strawberries newly set.

PRICE \$28,400. IMPROVEMENTS ON PLACE WOULD COST HALF THIS TO REPLACE. Half to two-thirds cash, liberal terms on balance.

For further information write

The STANNARD FRUIT FARM
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Evergreen Nursery Co.
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Write for prices on the following stock:

Norway Spruce twice transplanted 10-12 inches, Am. Arbor Vitae transplants 8-12 inches. Col. Blue Spruce, Am. Arbor Vitae, Norway Spruce and Austrian Pine Seedlings 3-5 inches, Sugar Maple and Am. Beech Seedlings from 12 inches to 5 feet.

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Growers of
High Grade Fruit, Shade and Ornamental Trees
COARI & SONS, Props. Norwalk, Conn.
R. D. 61, BOX 243

500,000

Berberis Thunbergii

	Per 1000	Per 100
3 to 6 inches.....	\$ 4	\$ 35
6 to 10 inches.....	7	60
10 to 12 inches.....	11	100

Fine Well Rooted Stock, in A-1 Condition
Above Prices F.O.B. Norwalk, Conn.

**WHEN YOU BUY
RASPBERRY PLANTS
WRITE US FOR PRICES**

Columbian, Cumberland, Black Diamond, Plum Farmer and Cuthbert. Two Year Apple. One Year Apple and Sweet Cherry.

Silver Hill Nursery,
Chas. E. Kelley, Prop. Newark, N. Y.

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THE HOWARD HICKORY CO.
HICKORY, N. C.

CHERRIES, 1 YEAR

Sweet, 4-6 ft.

Sour, 3-4 ft

QUINCES, 1 YEAR

3-5 ft.

PENNA. NURSERY CO. GIRARD, PA.

CALIFORNIA PRIVET

Asparagus Cumberland Raspberry Rhubarb

Peach Trees in Assort.

Together with a general line of stock including Evergreens Prices right.

WESTMINSTER NURSERY
WESTMINSTER, MD.

Remember the mid-month issue—The
AMERICAN NURSERY TRADE BULLETIN. Forms close the 10th.

SEPTEMBER 25TH 1922
IS OUR DATE to BEGIN FILLING STRAWBERRY ORDERS FOR FALL DELIVERIES Will ship to you or Direct to your Customers under your own tags.

REMEMBER THAT WE ARE ALSO HEAD-QUARTERS FOR LUCRETIA DEWBERRY PLANTS.

Quality and prices justify your patronage.

V. R. ALLEN, Lane Rd., SEAFORD, DELAWARE

See you saw it in AMERICAN NURSERYMAN

WE OFFER JUNE BUDDED AND ONE YEAR PEACH; ONE YEAR APPLE; CALIFORNIA AND AMOOR RIVER PRIVET; STRAWBERRY PLANTS. LET US HAVE YOUR WANT LIST.

CHATTANOOGA NURSERIES, CHATTANOOGA, TENN.

P.S. We have also 200 bushels this season's natural Peach Seed; very fine for \$2.50 per bu.

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PENNA NURSERY CO. GIRARD, PA.

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Went Over the Top this Season

Is there any wonder when it possesses the following qualities:

- 1—Absolute hardness.
- 2—Ability to withstand severe shearing.
- 3—Uniformity in growth and habit.
- 4—Attractive autumn foliage effect.
- 5—Freedom from disease and insect attack.

We sold over a quarter of a million this year, next year it will be a million. Advertising in the leading horticultural journal will continue which will help your sales.

Orders for lining out stock now being booked.

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We offer the trade
our usual line of

**FRUIT TREES
SHRUBS
ROSES
VINES**

Fall Trade List Mailed September 5th.
Write for Copy if You Haven't Received
Yours.

The Huntsville Wholesale Nurseries, Inc.,
HUNTSVILLE, ALABAMA

Wayside Gardens

**HARDY PERENNIAL PLANTS
EXCLUSIVELY**

Write for Trade List.

THE WAYSIDE GARDENS COMPANY
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**WE SUGGEST RESERVATION OF ADVERTISING SPACE NOW
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In The American Nurseryman Chief Exponent of the American Nursery Trade

Every Advertisement is repeated in the AMERICAN NURSERY TRADE BULLETIN, thus covering the Trade. See Schedule of Information on other page of this issue. Ought your two-inch card to be standing regularly in the "Directory of American Plant Propagators," as in this issue. \$5.00 per mo. for 2-inch space under yearly term.

AMERICAN FRUITS PUBLISHING COMPANY, Inc., 39 State St., Rochester, N. Y.

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Any of the following books will be sent on receipt of price by AMERICAN FRUITS PUB'G CO.,
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A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view.—H. Dumont, Chicalo, Ill., in Printer's Ink.